



700-826^{Q&As}

Cisco IoT Essentials for Account Managers

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QUESTION 1

Which two services are in IoT Operations Dashboard? (Choose two.)

- A. Edge Intelligence
- B. Cross Operational Viewer
- C. Industry Monitoring Insight
- D. Secure Equipment Access
- E. Network Troubleshoot Tool

Correct Answer: AD

In the IoT Operations Dashboard, two of the services included are Edge Intelligence and Secure Equipment Access. Edge Intelligence allows for the management and processing of data at the edge, facilitating local decision-making and reducing latency. Secure Equipment Access provides secure remote access to devices, which is critical for maintaining security while managing devices from a central location.

References: These services are part of Cisco's IoT Operations Dashboard offerings, as detailed in Cisco's IoT solutions documentation, which highlights the integration of various services to manage and secure IoT deployments effectively.

QUESTION 2

In the industrial security sales play, which stakeholder is typically tasked with choosing the ICS security solution?

- A. CSO
- B. Field technician
- C. IT
- D. OT

Correct Answer: D

In the industrial security sales play, the stakeholder typically tasked with choosing the Industrial Control Systems (ICS) security solution is the Operational Technology (OT) team. The OT team is directly responsible for the continuity, efficiency, and safety of the industrial processes. Their deep understanding of the operational requirements and the critical nature of the systems makes them the primary decision-makers for security solutions that impact production and operational environments. References: This conclusion is based on industry standards and roles where OT teams are primarily engaged in managing and securing operational technologies within industrial setups.

QUESTION 3

Which IE product is a rack mount switch?



A. E3300

B. IE3400

C. IE4000

D. IE5000

Correct Answer: D

The Cisco IE5000 is a rack mount switch designed for industrial environments. This product is ideal for applications that require ruggedized switches with high-density connectivity and advanced network management features in a rack mount

form factor. It is particularly suited for use in industrial, energy, and transportation sectors where rack mount equipment is often necessary.

References: The specification of the IE5000 as a rack mount switch is well-documented in Cisco's product descriptions, highlighting its design and utility in industrial network setups.

QUESTION 4

Which wireless technology is ideal for a customer requiring a low cost of ownership and high control over networks and SLAs?

A. LoRaWAN

B. 5G

C. 4G

D. Cisco Ultra-Reliable Wireless Backhaul

Correct Answer: A

LoRaWAN (Long Range Wide Area Network) is ideal for customers requiring a low cost of ownership and high control over networks and Service Level Agreements (SLAs). This wireless technology offers low-power, wide-area network solutions that are cost-effective and provide deep penetration in dense urban or indoor environments. It allows for long-range communications at a low power which ensures extended battery life and minimal operational costs, making it suitable for a wide range of IoT applications. References: LoRaWAN's benefits in terms of cost-effectiveness and network control are widely recognized in the IoT community, including in Cisco's IoT and networking solutions.

QUESTION 5

Which Industrial Routing device is purpose-built for remote and mobile deployments such as first responders and mass transit vehicles?

A. IG30R

B. IR1800

C. IR7200



D. IR8100

Correct Answer: C

The Cisco Industrial Router 7200 (IR7200) series is purpose-built for remote and mobile deployments, making it well-suited for applications like first responders and mass transit vehicles. This device is designed to provide reliable, secure,

and robust connectivity in mobile or remote settings, ensuring continuous communication and data transfer essential for critical operations in these environments.

References: The information is derived from Cisco's product literature on the IR7200, which specifies its capabilities and intended use cases, particularly emphasizing its suitability for challenging and mobile deployments.

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