



Vendor: Cisco

Exam Code: 700-505

Exam Name: SMB Specialization for Account Managers
Exam

Version: DEMO

QUESTION 1

Which option is an online conferencing solution that allows participants to see, hear and share content and applications in real time?

- A. Cisco Unity
- B. Cisco ISR with Conferencing service module
- C. Borderless Networks
- D. WebEx meetings

Answer: D

Explanation:

<http://www.webex.com/how-to/>

QUESTION 2

Which two Cisco ISR series are needed to support a Cisco Services-Ready Engine to deploy services on demand? (Choose two.)



- A. 3900 Series
- B. 2900 Series
- C. 2800 Series
- D. 800 Series

Answer: AB

Explanation:

http://www.cisco.com/en/US/prod/collateral/modules/ps10598/data_sheet_c78-553913.html

Services Ready Engine (SRE)

 <p>Internal Service Module (ISM)</p> <p>Compact and Internally-Pluggable Form Factor Supported on all 1900, 2900, and 3900 ISRs Selected Services Available Single Model—SRE 300 ISM</p>	 <p>Service Module (SM)</p> <p>Versatile and High-Performance Form Factor Supported on 2911, 2921, 2951 and all 3900 ISRs Full Range of Services Available Two Models—SRE 700 / 710 SM and SRE 900 / 910 SM</p>
<p>High-performance Hardware—up to 7x Of Previous Generation</p> <p>Size-, Weight- and Power-efficient Form Factor With Low Carbon Footprint</p> <p>No Additional Cabling, Ethernet Ports, Power Supplies, and Rack Space Required</p> <p>All Resources Are Isolated, Dedicated, And Independent of the Host Router</p> <p>Remote Energy Management With Schedulable On/Off Times</p> <p>Remote Configuration and Troubleshooting, On-board Hardware Diagnostics</p>	

QUESTION 3

Which three business challenges do customers face that are addressed by Cisco architectural solutions? (Choose three.)

- A. Guarantee reliability.

- B. Improve workforce productivity.
- C. Hire more staff.
- D. Increase cash flow.
- E. Deliver first-class offerings and experience to their clients.
- F. Reduce total cost of ownership while maximizing the contribution of IT.

Answer: BEF

Explanation:



QUESTION 4

Your customer is considering migrating to a Cisco Borderless Routing solution from their current vendor. Which best practice can close the sale?

- A. Show the customer a Cisco television commercial
- B. Go through a check list and compare the performance capabilities between Cisco and the other vendor.
- C. Mention that promotions and incentives are available through Cisco.
- D. Demonstrate how the Cisco solution saves money by consolidating devices and integrating management.

Answer: D

Explanation:

Convert Customers

Using Competitor, Considering Cisco



Converting

- ▶ Customer has strong relationship with other vendor
- ▶ Goal: Demonstrate Cisco superior routing and switching solutions
- ▶ How: Competitor likely won on price - show how Cisco solutions save money by consolidating devices, integrating management and enabling borderless network capabilities

QUESTION 5

Which two product portfolios help make up the Cisco Office in a Box solution? (Choose two.)

- A. Cisco Nexus 3048
- B. Cisco UCS C-Series Servers
- C. Cisco UCS E-Series Servers
- D. Cisco ISR 2900 and 3900 Series
- E. Cisco Nexus 5000
- F. Cisco ISR 1900, 2900 and 3900 Series

Answer: CD

Explanation:

http://www.cisco.com/en/US/prod/collateral/ps10265/ps12629/white_paper_c11-715347.html
(Second para)

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