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QUESTION 1

Which Cisco product is part of the smart experience for empowering IT?

- A. Umbrella
- B. Meraki Cameras
- C. Meraki Sensors
- D. Meraki Insight

Correct Answer: D

QUESTION 2

How does Cisco help SMBs to be truly smart?

- A. operational inefficiencies
- B. employee automation
- C. utilities cost control
- D. secure connectivity

Correct Answer: D

QUESTION 3

Where do SMB partners find free-to-use customizable campaigns and assets?

- A. Cisco Velocity Advantage Portal
- B. Cisco Marketing Velocity Central
- C. Cisco Solutions Velocity Central
- D. The Life Cycle Advantage Portal

Correct Answer: B

QUESTION 4

Which feature was designed for Cisco partners to co-brand and embed on their websites?

- A. SMB Experience Explorer
- B. SMB Services Portal
- C. SMB Portfolio Explorer
- D. Select Solutions Portal

Correct Answer: C

QUESTION 5

What is a functional requirement for a secure SMB?

- A. low friction secure access process
- B. a holistic view of all data
- C. zero trust identity-based access to applications with multifactor authentication
- D. high-quality, seamless, and resilient capture capabilities

Correct Answer: C

QUESTION 6

Which Cisco solution provides end-to-end visibility from every user to any application?

- A. Cisco Control Hub
- B. Meraki Dashboard
- C. ThousandEyes
- D. Cisco Overwatch

Correct Answer: C

QUESTION 7

According to the IDC, what is the expected spend on Future of Work technology and services in 2025?

- A. \$500 billion
- B. \$1 trillion

C. \$1.2 trillion

D. \$2 trillion

Correct Answer: C

QUESTION 8

Which devices are considered cloud-first technology?

A. IP video endpoints

B. Meraki devices

C. Catalyst devices

D. HVAC Sensors

Correct Answer: B

QUESTION 9

What does the hybrid SMB experience deliver to the customer?

A. zero trust identity-based access

B. cloud security

C. secure Connectivity and dynamic collaboration

D. less distributed applications

Correct Answer: C

QUESTION 10

Which challenge do customers face with hybrid work?

A. non-inclusive experiences

B. collaboration spaces

C. exponential increase in cloud data

D. hot desking

Correct Answer: A

QUESTION 11

Technology takes many different forms and impacts every aspect of our lives. In Cisco's view, what is the role of technology?

- A. to limit global connectivity
- B. to change lives and empower people
- C. to increase costs for businesses
- D. to complicate processes

Correct Answer: B

QUESTION 12

Which Cisco solutions help keep a healthcare patient's information secure?

- A. Cisco Care Plus
- B. Meraki Systems Manager
- C. Duo
- D. DNS redundancy

Correct Answer: C

QUESTION 13

How are Cisco's SMB experiences designed to cater to the unique challenges and needs of SMBs?

- A. providing generalized training and support
- B. building SMB experiences around on-premises devices so internet outages do not affect productivity
- C. reducing confusion by limiting deployment options
- D. offering dedicated support lines and training modules specifically for SMB customers

Correct Answer: D

QUESTION 14

Which marketing asset educates partners about Cisco's overarching SMB strategy?

- A. SMB Marketing Toolbox
- B. SMB Marketing Kit
- C. Select SMB Assets
- D. SMB Partner Campaign Kit

Correct Answer: D

QUESTION 15

Which Cisco product protects against the loss of sensitive data?

- A. Umbrella
- B. DUO
- C. Meraki Systems Manager
- D. Meraki MX

Correct Answer: A

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