

# 700-826<sup>Q&As</sup>

Cisco IoT Essentials for Account Managers

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## QUESTION 1

Where are Utilities currently focused?

- A. reduce OpEx, grid modernization, renewables, safety and security
- B. maintain grid reliability, air gap grid connectivity, move OpEx to CapEx
- C. clean coal, leverage existing assets, connected vehicle
- D. reduce power coverage, Smart appliances, electric vehicle

Correct Answer: A

Utilities are currently focused on reducing operational expenditures (OpEx), modernizing the grid, integrating renewable energy sources, and enhancing safety and security measures. These priorities aim to improve efficiency, sustainability, and resilience in utility operations, addressing the increasing demands for cleaner energy and more reliable service amidst growing environmental and economic challenges. References: This understanding is based on industry trends and strategic focuses commonly observed in the utilities sector, aiming to adopt more sustainable and efficient practices while ensuring robust infrastructure security.

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## QUESTION 2

What is the primary value proposition of Cisco Cyber Vision?

- A. securely run authenticated IoT applications at the edge on Cisco's IOx-hosted infrastructure
- B. embedded small form factor solves size, weight, and power challenges
- C. manage operations of the network of geographically distributed assets
- D. discover industrial assets, protocols, and communication patterns to provide operational insights

Correct Answer: D

Cisco Cyber Vision is primarily designed to offer visibility and security for industrial control systems. Its key value proposition lies in its ability to discover and monitor industrial assets, protocols, and communication patterns, providing crucial operational insights into the industrial network. This enables better security management by identifying vulnerabilities and anomalies in network behavior, thus helping maintain the integrity and efficiency of industrial operations. References: This understanding is based on Cisco's documentation for Cyber Vision, which highlights its capabilities in asset visibility and network monitoring to ensure robust security in industrial environments.

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## QUESTION 3

Which equipment consistently needs connectivity in a port use case?

- A. baggage scanning system and IP phones
- B. video surveillance and conveyors
- C. auxiliary power systems and crane systems

D. scanners and digital signage

Correct Answer: B

In port use cases, maintaining continuous connectivity for equipment such as video surveillance and conveyors is essential. Video surveillance systems are crucial for security monitoring and safety throughout the port, while conveyors are integral to the operation of moving goods efficiently. Consistent connectivity ensures that these systems operate without interruption, which is vital for maintaining the flow of operations and security within the port environment.

References: The answer aligns with common industrial practices in ports where the continuity of surveillance and conveyor operations are critical for daily activities.

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#### QUESTION 4

Which feature of the warehouse connectivity solution results in significant operational cost savings?

A. placement does not require air conditioning

B. provides web server capabilities

C. helps bridge adjacent networks

D. performs data analysis

Correct Answer: A

A significant operational cost saving in the warehouse connectivity solution comes from the fact that the placement of network equipment does not require air conditioning. This is particularly beneficial in large warehouse environments where the cost and logistics of cooling can be substantial. By eliminating the need for air conditioning for the network equipment, companies can significantly reduce operational expenses related to energy consumption and maintenance.

References: This benefit is based on the design and deployment strategies of industrial networking equipment that are optimized for environments with minimal infrastructural support, reducing overall operational costs.

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#### QUESTION 5

Which Catalyst IE switch acts as an SD-Access (SDA) Extension Policy Extended Node?

A. IE2000

B. IE3400

C. IE4010

D. IE5000

Correct Answer: B

The Cisco Catalyst IE3400 Rugged Series Switches act as SD-Access Extended Nodes. These switches are part of Cisco's Industrial Ethernet product line and are designed to support the extension of Software-Defined Access (SDA) features. This capability allows the IE3400 to integrate seamlessly with Cisco's policy-based network architecture, providing enhanced security, automation, and simplification at the network edge in rugged environments.

References: This information is supported by Cisco's official product descriptions and technical specifications that detail the role and capabilities of the IE3400 as part of Cisco's extended enterprise networking solutions.

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## QUESTION 6

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.

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## QUESTION 7

Which use case involves extending Intent-Based Networking to the Extended Enterprise?

- A. parking lot connectivity
- B. substation automation
- C. first-response vehicles
- D. oil and gas pipeline

Correct Answer: A

Extending Intent-Based Networking (IBN) to the Extended Enterprise, particularly in use cases like parking lot connectivity, involves deploying advanced networking solutions that extend the intelligence and management capabilities of core networks to remote or outdoor environments. This application of IBN supports efficient connectivity and smarter management of resources in distributed locations such as parking lots. References:This answer is based on the application of Cisco's IBN technologies, which are designed to extend robust network functionalities to edge and remote locations, enhancing connectivity and control.

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## QUESTION 8

How will Roadway solutions typically start?

- A. secure multi-service infrastructure
- B. best in breed solutions

C. resilient industrial security

D. DMZ

Correct Answer: A

In the context of roadway solutions, "secure multi-service infrastructure" typically refers to the foundational framework that integrates multiple services, such as traffic management, safety systems, and communications networks, in a secure and robust manner. This infrastructure is essential for enabling advanced roadway systems that can adapt to varying conditions and demands, ensuring efficient and safe transportation environments. References: The answer is derived from common practices and conceptual understanding within the domain of industrial and roadway infrastructure solutions, where security and multi-service capabilities are crucial.

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## QUESTION 9

Which products are a key component of a port or container terminal connectivity use case?

A. Catalyst 3800

B. FND

C. CGR8140

D. Cisco Ultra-Reliable Wireless Backhaul

Correct Answer: D

In port or container terminal connectivity use cases, Cisco Ultra-Reliable Wireless Backhaul is a key component. This technology provides high-capacity, low-latency wireless connectivity that is essential for the real-time data transfer required

in port operations. It supports the seamless movement of containers by ensuring constant communication between cranes, vehicles, and control stations, thereby enhancing operational efficiency and reducing delays.

References: Cisco's solutions for ports and container terminals often emphasize the importance of reliable, high-speed wireless connections to cope with the extensive area and mobility demands typical of such environments.

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## QUESTION 10

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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## QUESTION 11

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.

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## QUESTION 12

What are the two primary areas of IoT hardware investment in Oil and Gas? (Choose two.)

- A. automation of back-office processes
- B. scheduling for truck deliveries and maintenance
- C. gas station automation
- D. improve operational excellence, health, safety, and environmental control
- E. cybersecurity threat prevention, detection, and response

Correct Answer: DE

In the Oil and Gas sector, two primary areas of IoT hardware investment are improving operational excellence, health,

safety, and environmental control (HSE), and cybersecurity threat prevention, detection, and response. Investment in IoT technologies in these areas is critical to enhance overall operational efficiencies, ensure compliance with safety and environmental regulations, and protect infrastructure from cyber threats, which are increasingly prevalent in the industry. References: These focus areas align with industry trends where enhancing operational safety and securing critical infrastructure are prioritized to mitigate risks and improve performance in the volatile environments typical of oil and gas operations.

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**QUESTION 13**

What are the key products in the connected factory use cases?

- A. Catalyst IE 3800, Catalyst 9000, IR829
- B. IE Switches, Cyber Vision, Industrial Network Director
- C. IW6300, AP1572, MR210
- D. CGR2010, CGR1240, IR510

Correct Answer: B

In connected factory use cases, the key Cisco products include IE Switches, Cyber Vision, and the Industrial Network Director (IND). These products work together to provide robust connectivity, security, and management for industrial environments. IE Switches ensure reliable network connections in harsh factory settings, Cyber Vision offers security and visibility for industrial control systems, and IND provides centralized management and monitoring capabilities. References: This combination of products is integral to Cisco's connected factory solutions, as detailed in Cisco's industrial solutions portfolio, where they are described as essential components for achieving comprehensive connectivity and security in manufacturing environments.

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**QUESTION 14**

Which valuable resources has Cisco created for each of the focus industries?

- A. CRD - Cisco Reference Design
- B. DVD - Digital Validated Design
- C. DAD - Digital Acceleration Design
- D. CVD - Cisco Validated Design

Correct Answer: D

Cisco has created Cisco Validated Designs (CVDs) for each of its focus industries. CVDs provide detailed architectural overviews, setup, and deployment guidelines specifically tailored to industry needs. These designs are tested and validated to ensure reliability and reduce the complexity of deployments. The resource helps customers build and manage networks based on Cisco's best practices and proven configurations. References: The answer is based on Cisco's approach to providing customers with comprehensive, tested, and validated design guides that help in simplifying and ensuring successful deployments across various industries.

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**QUESTION 15**

Which types of devices are able to be connected in an Extended Enterprise solution?

- A. Data centers, desk phone
- B. Webex, sensors
- C. IP cameras, sorters
- D. Smart meters, actuators

Correct Answer: D

In an Extended Enterprise solution, the types of devices that can be connected typically include those that extend the functionality of the enterprise beyond its traditional boundaries. Smart meters and actuators are examples of such devices. Smart meters provide critical data for utility management and optimization, while actuators play a key role in automating processes and systems, both crucial for expanding the enterprise's operational capabilities into more distributed and dynamic environments. References: The answer reflects an understanding of extended enterprise architectures, where the integration of various IoT devices like smart meters and actuators supports extended operational efficiency and data-driven management.

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