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Exam : **700-505**

Title : SMB Specialization for
Account Managers

Vendor : Cisco

Version : DEMO

NO.1 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: B

NO.2 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: C,D

Reference:http://www.cisco.com/en/US/prod/collateral/ps10265/ps12629/white_paper_c11715347.html(Second para)

NO.3 Which two customer benefits can be realized with Cisco Unified Data Center? (Choose two.)

- A. 50 percent faster disaster recovery
- B. 50 percent less time in application deployment
- C. 15 percent faster in application performance, 40 percent less in infrastructure costs
- D. 60 percent less cost for cooling and power

Answer: A,D

Reference:http://www.cisco.com/web/GR/connect2013/pdfs/024_cisco_eugenioszervoudis.pdf(slide 10)

NO.4 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

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

NO.5 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: A,E,F

NO.6 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: A,B

Reference:http://www.cisco.com/en/US/prod/collateral/modules/ps10598/data_sheet_c78553913.html

NO.7 Which three options are considered common features of Cisco WebEx solutions? (Choose three.)

- A. Document, application, and desktop sharing
- B. Available in 226 languages
- C. Scheduled and ad-hoc meetings
- D. Consistent, cross-platform experience
- E. Third-party voice included
- F. Per-user attention status indicator

Answer: A,D,F

NO.8 Which statement about the Cisco Meraki cloud architecture is true?

- A. Devices are configured in the cloud on first use and then managed locally after they are set up.
- B. All Meraki devices are managed locally by default.
- C. Management data flows to the Cisco Meraki cloud and user traffic flows directly to its destination on the LAN or across the WAN.
- D. All data flows through the Cisco Meraki cloud.

Answer: C

Reference:<http://meraki.cisco.com/products/architecture/>