



650-177^{Q&As}

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QUESTION 1

What are two benefits for the Cisco Partner, derived from the Cisco SBR Methodology? (Choose two.)

- A. Proactive planning enhances customer satisfaction
- B. Solution differentiation from the competition allows for premium margins
- C. There are faster implementation of new business applications
- D. There is less risk through the implementation of proven solutions

Correct Answer: AB

QUESTION 2

The price of Cisco Small Business Pro Service is based on the complexity of the device that is being covered. How many different price points for these devices are available?

- A. 5
- B. 6
- C. 3
- D. 4

Correct Answer: D

QUESTION 3

For which two reasons are Integrated Services Routers well-positioned for the SMB market? (Choose two.)

- A. They are integrated with firewall capabilities.
- B. They scan packets for malicious activity.
- C. They offer superior site-to-site routing.
- D. They require no configuration to install.
- E. They offer the best choice for remote access needs.

Correct Answer: AE

QUESTION 4



16 SMB network decision makers commonly site which of the following as typical network requirements?

- A. scalability, effectiveness, high availability, mobility
- B. cost effectiveness, high availability, hosting multiple protocols, hosting web servers
- C. QoS, multicast, cost effectiveness, redundancy
- D. centralization, security, highly available, scalability

Correct Answer: A

QUESTION 5

Network Security is a continuous process. Which three phases apply to this process? (Choose three.)

- A. Configure
- B. Improve
- C. Operate
- D. Monitor
- E. Secure
- F. Troubleshooting

Correct Answer: BDE

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