



700-801^{Q&As}

IoT Sales Fundamentals

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QUESTION 1

Which two solutions are part of the Cisco internet of Things safety and security portfolio? (Choose two)

- A. financial security
- B. personal security
- C. cyber security
- D. physical security

Correct Answer: CD

QUESTION 2

Three of the Cisco Connected Utilities solutions are: Connected Mobile Field, Connected AMI, and Connected Distribution Automation. Which option is the fourth solution?

- A. Connected Roadways
- B. Connected Vehicle
- C. Connected Substation
- D. Connected Alternative Energy

Correct Answer: C

QUESTION 3

Of the four primary components of the customers install base, which component is the most significant and untapped opportunity?

- A. Commercial/SMB
- B. service providers
- C. the public sector
- D. enterprise

Correct Answer: A

QUESTION 4

In one Cisco internet of Things case study, which option describes how petrobel oil reduced downtime?

- A. launching a new marketing campaign.



- B. installing an intelligent rig and Connected Oilfield.
- C. refurbishing old machines.
- D. hiring onsite experts to monitor performance.

Correct Answer: B

QUESTION 5

Which three solutions are part of the Cisco internet of Things application portfolio? (Choose three.)

- A. Fog/Edge (IOX)
- B. Data center
- C. IaaS
- D. PaaS/Cloud (DSX)
- E. Management and Analytics

Correct Answer: ADE

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