

646-171

Cisco

Small Medium Business Account Manager (SMBAM)

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QUESTION 1:

What is a consequence of installing a Cisco End-to-End Solution?

- A. Different Support Contracts with multiple vendors
- B. Difficulty implementing network services
- C. Solid investment protection
- D. Poor Investment Protection

Answer: C

QUESTION 2:

Which two features are included under the Cisco SMB Support Assistant? (Choose two.)

- A. Next Business day hardware replacement
- B. Application Software Upgrades
- C. Automatic priority 1 TAC cases
- D. Open a service request with the SMB TAC 24 Hours a day, 7 days a week

Answer: A,D

QUESTION 3:

Certkiller .com is concerned about the security in the perimeter of the network. Which three Cisco products can you offer to Certkiller .com? (Choose three.)

- A. Integrated Services Routers
- B. Firewall Appliances
- C. Cisco Unified CallManager
- D. Multilayer switch with enhanced image
- E. Cisco Unity
- F. VPN Concentrators

Answer: A,B,F

QUESTION 4:

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

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

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