



**Vendor:** Cisco

**Exam Code:** 700-505

**Exam Name:** SMB Specialization for Account Managers  
Exam

**Version:** DEMO

### QUESTION 1

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**

**Explanation:**

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

### QUESTION 2

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: AB**

**Explanation:**

[http://www.cisco.com/en/US/prod/collateral/modules/ps10598/data\\_sheet\\_c78-553913.html](http://www.cisco.com/en/US/prod/collateral/modules/ps10598/data_sheet_c78-553913.html)

## Services Ready Engine (SRE)

 <b>Internal Service Module (ISM)</b> Compact and Internally-Pluggable Form Factor Supported on all 1900, 2900, and 3900 ISRs Selected Services Available Single Model—SRE 300 ISM	 <b>Service Module (SM)</b> Versatile and High-Performance Form Factor Supported on 2911, 2921, 2951 and all 3900 ISRs Full Range of Services Available Two Models—SRE 700 / 710 SM and SRE 900 / 910 SM
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High-performance Hardware—up to 7x Of Previous Generation

Size-, Weight- and Power-efficient Form Factor With Low Carbon Footprint

No Additional Cabling, Ethernet Ports, Power Supplies, and Rack Space Required

All Resources Are Isolated, Dedicated, And Independent of the Host Router

Remote Energy Management With Schedulable On/Off Times

Remote Configuration and Troubleshooting, On-board Hardware Diagnostics

### QUESTION 3

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:** BEF

**Explanation:**



#### QUESTION 4

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:** D

**Explanation:**

## Convert Customers

Using Competitor, Considering Cisco



### Converting

- ▶ Customer has strong relationship with other vendor
- ▶ Goal: Demonstrate Cisco superior routing and switching solutions
- ▶ How: Competitor likely won on price - show how Cisco solutions save money by consolidating devices, integrating management and enabling borderless network capabilities

#### QUESTION 5

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:** CD

**Explanation:**

[http://www.cisco.com/en/US/prod/collateral/ps10265/ps12629/white\\_paper\\_c11-715347.html](http://www.cisco.com/en/US/prod/collateral/ps10265/ps12629/white_paper_c11-715347.html)  
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