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QUESTION & ANSWER

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Exam : **650-195**

Title : SMBEN - SMB Solutions for Engineers

Version : DEMO

1.Which Cisco Small Business portfolio product is targeted to customers who leverage technology as a strategic advantage in their business?

A. Cisco Small Business Series

B. Cisco Integrated Services Router

C. Cisco Partner Development Funds

D. Cisco Small Business Pro Series

E. Cisco Catalyst Switches

Answer: D

2.Which two types of information might be found at the Small Business Partner Central website? (Choose two.)

A. sales program information

B. online product ordering

C. technology partner products and services

D. product information on the Data Center products

E. specialization and certification details

Answer: AE

3.Which Cisco Small Business wireless product includes a 5-port switch

A. WAP200E

B. WET200

C. WAP4410N

D. WAP2000

E. WAP200

Answer: B

4.Which two Cisco Partner Development Funds tracks are available for SMB Specialized and Express Foundation Specialized partners? (Choose two.)

A. PDF Cash Back

B. PDF Pro Basic

C. Commercial PDF BE

D. Commercial PDF EUC

E. PDF Core

Answer: BE

5.What are two advantages that the Cisco SA 520 all-in-one UTM security device has over implementing a typical router in a small business network? (Choose two.)

A. Cisco Intrusion Prevention System

B. higher bandwidth

C. virtual private networks
D. access control lists
E. URL filtering
Answer: CE

6.The Cisco Smart Business Communications System offers support of third-party applications. What is the primary purpose of the VeraSMART application?
A. present relevant customer information
B. interpret detail call records
C. access shop data
D. manage and remediate network problems
Answer: B

7.What solution would you recommend to a small business customer that requires high-bandwidth connectivity and strong security?
A. CE520
B. 520-T1 SR
C. ASA5505
D. UC520
Answer: B

8 Using Smart Designs increases the typical deal size by how much?
A. 3x
B. 5x
C. 10x
D. 2x
Answer: A

9 What is the primary benefit of Single Number Reach?
A. Employees can receive calls at their desk and cell phone simultaneously.
B. Customers can call one number to reach all employees.
C. Employees can have their calls forwarded to the receptionist.
D. Customers can call any office number and the receptionist receives the call.
Answer: A

10 Which Cisco Small Business router features a 4-port Fast Ethernet integrated switch but not wireless capabilities?
A. RVS4000
B. RVL200

C. RV016

D. RV082

Answer: B