

Cisco 650-195

SMBEN - SMB Solutions for Engineers

Q&A V3.21

Question: 1

What is the difference between Cisco Catalyst 2960 LAN Base Series and Cisco Catalyst 2960 LAN Lite Series?

- A. Only the Cisco Catalyst 2960 LAN Lite Series supports Power over Ethernet.
- B. Only the Cisco Catalyst 2960 LAN Base Series offers enhanced Layer 2+ intelligent LAN services.
- C. Only the Cisco Catalyst 2960 LAN Lite Series supports Gigabit Ethernet uplinks.
- D. Only the Cisco Catalyst 2960 LAN Base Series can be managed by Cisco Network Assistant.

Answer: Pending.

Question: 2

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

- A. Cisco Partner Development Funds
- B. Cisco Catalyst Switches
- C. Cisco Integrated Services Routers
- D. Cisco Small Business Series
- E. Cisco Small Business Pro Series

Answer: Pending.

Question:3

What statement is true of how a customer acquires Intrusion Prevention and Content Security services in a Cisco security solution?

- A. The Cisco security portfolio includes a third-party IPS.
- B. A hardware module addition is required on the ASA 5510/5520. C. They are bundled on the ASA 5505.
- D. A hardware module addition is required on the ISR platforms.

Answer: B

Question:4

Using Smart Designs increases the typical deal size by how much?

- A. 10x
- B. 2x
- C. 5x

D. 3x