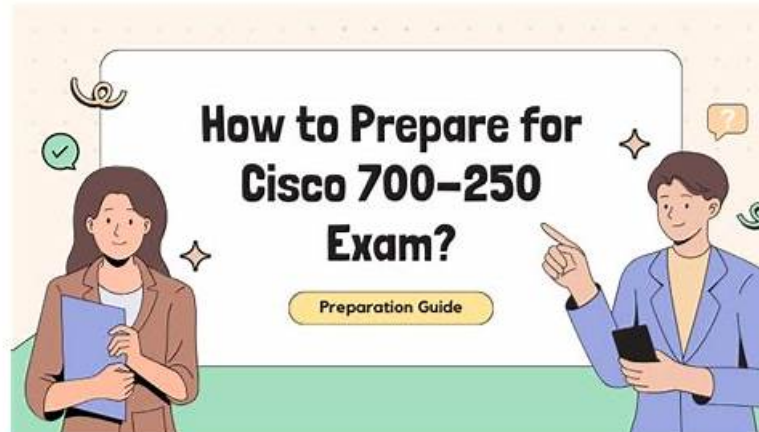


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Cisco Small and Medium Business Sales Sample Questions (Q45-Q50):

NEW QUESTION # 45

Which features are managed in the Cisco Control Hub?

- A. Meetings and Messagin91
- B. Cisco IP Phones
- C. Catalyst Switches
- D. Meraki Cameras

Answer: A

Explanation:

The Cisco Control Hub is a centralized management platform used to manage features related to meetings and messaging. It allows administrators to configure, monitor, and troubleshoot Cisco Webex services, ensuring effective communication and collaboration across the organization. The Control Hub provides analytics, security settings, and user management tools, making it an essential part of managing Cisco's collaboration suite.

References:

*Cisco Control Hub Documentation

*Cisco Webex Meetings and Messaging Management

NEW QUESTION # 46

Which feature was designed for Cisco partners to co-brand and embed on their websites?

- A. Select Solutions Portal
- B. SMB Services Portal
- C. SMB Portfolio Explorer
- **D. SMB Experience Explorer**

Answer: D

Explanation:

The SMB Experience Explorer is designed for Cisco partners to co-brand and embed on their websites. This feature allows partners to showcase Cisco's SMB solutions, providing an interactive way for potential customers to explore the offerings and benefits. By co-branding the SMB Experience Explorer, partners can enhance their marketing efforts and demonstrate the value of Cisco's SMB solutions to their clients.

NEW QUESTION # 47

Which Cisco solution helps SMBs in creating a robust IT infrastructure with minimal technical staff?

- A. Cisco Catalyst Switches
- B. Cisco Advanced Malware Protection
- **C. Cisco Start**
- D. Cisco Aironet Wireless Communications

Answer: C

NEW QUESTION # 48

Which Meraki product is used in Remote SMB work from home?

- **A. Z4 teleworker gateway**
- B. Meraki MT
- C. Meraki Insight
- D. Meraki MV

Answer: A

Explanation:

The Meraki Z4 teleworker gateway is specifically designed for remote SMB work-from-home scenarios. It provides secure connectivity and robust networking features to support employees working remotely, ensuring they have reliable access to corporate resources.

1. Secure Connectivity: The Z4 gateway provides secure VPN connections, ensuring remote workers can access corporate networks securely.

2. Comprehensive Networking: It offers advanced networking features such as traffic shaping, content filtering, and Wi-Fi, which are essential for remote work environments.

3. Easy Management: The Z4 can be managed remotely via the Meraki Dashboard, making it easy for IT teams to deploy and monitor.

References:

*Cisco Meraki Z4 Teleworker Gateway Data Sheet

*Meraki Remote Work Solutions Overview

*Cisco SMB Remote Work Product Documentation

NEW QUESTION # 49

Which segment presents the largest opportunity for managed services?

- A. Data Center
- B. Collaboration

- C. Security
- D. Observability

Answer: C

Explanation:

The segment that presents the largest opportunity for managed services is Security. With the increasing complexity of cyber threats and the growing need for robust security measures, businesses are turning to managed security services to protect their networks and data. Managed security services offer comprehensive solutions, including threat detection and response, vulnerability management, and compliance monitoring, providing businesses with the expertise and resources needed to maintain a secure environment.

References:

*Cisco Managed Security Services Overview

*Market Analysis Reports on Managed Security Services

NEW QUESTION # 50

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