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QUESTION 1 Utilizing the Cisco software lifecycle generates which two benefits for partners? (Choose two.) A. Adaptable deployment B. Software portability C. Improved sales performance D. Cisco incentives E. Increased efficiencies F. Sales promotions G. Customer support Answer: CE
QUESTION 2 Which Cisco security benefit is a differentiator that allows partners to plan and model their businesses? A. Comprehensive vision for security B. One solution to fit every need C. Unparalleled commitment D. Lowest price points E. Best-in-class technologies Answer: A
QUESTION 3 What is the primary customer challenge that is created by the wide variety of security solution providers on the market? A. Choosing the right provider B. Contacting all providers for information C. Finding a low-cost option D. Determining the single best security product Answer: A
QUESTION 4 Automatic updates and post-attack guidance are features that demonstrate which Cisco business value? A. Completeness B. Cost effectiveness C. Flexibility D. Control E. Protection Answer: D
QUESTION 5 End-to-end protection and protection across the attack continuum are features that demonstrate which two Cisco business values? (Choose two.) A. Cost effectiveness B. Protection C. Control D. Flexibility E. Completeness Answer: BE
QUESTION 6 The unmatched security that Cisco offers is demonstrated by its long-standing experience in which two options? (Choose two.) A. Mobile solutions B. Networks C. Software D. Security E. Devices Answer: BD
QUESTION 7 Refer to the exhibit. Consolidating platforms and appliances under a single provider is an example of which customer cost saver?



A. Less time scoping a breach B. Fewer resources to manage C. Faster integration D. Flexible licensing Answer: D
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