

QUESTIONS & ANSWERS

Kill your exam at first Attempt



Cisco

646-048

*Advanced Routing and Switching for Account Managers
- ARSAM*

QUESTION: 44

Which three are advantages of Cisco Prime LMS? (Choose three.)

- A. It comes for free with any Cisco ISR G2 or Cisco ASR purchase.
- B. It includes Cisco Borderless Networks service work centers.
- C. It includes Cisco LAN sensor licenses.
- D. It includes Cisco Smart Business Architecture (SBA) validated templates.
- E. It provides complete life-cycle management.

Answer: B, D, E

QUESTION: 45

Which two are advantages of Cisco Prime NAM? (Choose two.)

- A. It comes for free with any Cisco ISR G2 or Cisco ASR purchase.
- B. It provides end-to-end application and network performance visibility.
- C. It includes Cisco LAN sensor licenses.
- D. It provides granular traffic analysis, voice analysis, performance metrics, and deep insightful packet captures.

Answer: B, D

QUESTION: 46

Which four operational attributes apply to Cisco Prime for Enterprise? (Choose four.)

- A. optimized operations experience
- B. support for day zero attacks
- C. integrated Cisco best practices
- D. available as a physical and virtual appliance
- E. complete life-cycle management
- F. smart device support

Answer: A, C, D, E

QUESTION: 47

Which of the following statements best describes total cost of ownership (TCO)?

- A. TCO is the sum of all CapEx.
- B. TCO consists of direct costs (CapEx) and indirect costs such as labor and training.
- C. TCO consists of direct costs (CapEx) and indirect costs such as training, user productivity, competitive advantage, growth potential, and so on.
- D. TCO is relevant to the finance manager only.

Answer: B

QUESTION: 48

Which three are benefits of a Cisco Borderless Network that go beyond a TCO calculation? (Choose three.)

- A. high availability
- B. enhanced security
- C. cost per port
- D. integrated services
- E. lowest power consumption

Answer: A, B, D

QUESTION: 49

Which of the following statements is not true about TCO calculations??

- A. Different stakeholders have different expectations of the TCO calculation.
- B. Cisco Capital Financing Offers is a service that offers simple budgeting and helps customers to turn CapEx to OpEx.
- C. Business benefits that are beyond the TCO and cannot be measured exactly should not be part of the TCO calculation and therefore should not be presented to the customer.
- D. Account managers should emphasize strategic values of Cisco Borderless Networks that are beyond the TCO.

Answer: C

QUESTION: 50

Which two statements best describe successful deployments of a Cisco Borderless Network with regard to meeting business requirements? (Choose two.)

- A. By eliminating outages, greater trust with customers and internal stakeholders can be achieved.
- B. By eliminating outages, 5 percent more orders can be accepted.
- C. By deploying Cisco EnergyWise, savings on energy allows payback in less than one year.
- D. By deploying Cisco Prime for Enterprise, administrator acceptance of the management tool can be increased.

Answer: A, C



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