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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**