



# 700-826<sup>Q&As</sup>

Cisco IoT Essentials for Account Managers

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**QUESTION 1**

What are Cisco's full-stack sensors, LoRaWAN gateway, and dashboard solution called?

- A. Industry Monitoring Insight
- B. Sensor to Cloud Stack
- C. Industrial Asset Vision
- D. Complete Condition Visibility

Correct Answer: C

Cisco's full-stack sensors, LoRaWAN gateway, and dashboard solution are called "Industrial Asset Vision." This solution is designed to provide comprehensive monitoring and management of industrial assets through advanced sensors and connectivity technology, enabling enhanced visibility and control over industrial operations.

References: This information is detailed in Cisco's offerings for industrial IoT solutions, where Industrial Asset Vision plays a key role in asset management and operational efficiency.

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**QUESTION 2**

How will Roadway solutions typically start?

- A. secure multi-service infrastructure
- B. best in breed solutions
- C. resilient industrial security
- D. DMZ

Correct Answer: A

In the context of roadway solutions, "secure multi-service infrastructure" typically refers to the foundational framework that integrates multiple services, such as traffic management, safety systems, and communications networks, in a secure and robust manner. This infrastructure is essential for enabling advanced roadway systems that can adapt to varying conditions and demands, ensuring efficient and safe transportation environments. References: The answer is derived from common practices and conceptual understanding within the domain of industrial and roadway infrastructure solutions, where security and multi-service capabilities are crucial.

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**QUESTION 3**

What are the focal points for Oil and Gas opportunities?

- A. gas station automation and fixing corroded pipelines
- B. automation of back-office processes



- C. ensure Oil and Gas exploration and midstream are connected
- D. improve operations, leverage data and insights, and pervasive security

Correct Answer: D

In the Oil and Gas sector, the focal points for opportunities include improving operational efficiencies, leveraging data and insights for better decision-making, and ensuring pervasive security across all operations. These priorities are crucial

for optimizing production, reducing downtime, and protecting assets from increasing cyber and physical threats, thus enhancing overall business performance and safety in the Oil and Gas industry.

References: This response is derived from the strategic objectives often pursued in the Oil and Gas industry to maximize efficiency and security, which align with Cisco's solutions tailored for these sectors.

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#### QUESTION 4

Which equipment consistently needs connectivity in a port use case?

- A. baggage scanning system and IP phones
- B. video surveillance and conveyors
- C. auxiliary power systems and crane systems
- D. scanners and digital signage

Correct Answer: B

In port use cases, maintaining continuous connectivity for equipment such as video surveillance and conveyors is essential. Video surveillance systems are crucial for security monitoring and safety throughout the port, while conveyors are integral to the operation of moving goods efficiently. Consistent connectivity ensures that these systems operate without interruption, which is vital for maintaining the flow of operations and security within the port environment.

References: The answer aligns with common industrial practices in ports where the continuity of surveillance and conveyor operations are critical for daily activities.

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#### QUESTION 5

What does Cisco Edge Intelligence provide?

- A. a dashboard for visualizing security vulnerabilities in the network
- B. a holistic solution for the delivery of IoT data to multi-cloud destinations
- C. the ability to configure industrial network devices quickly and easily
- D. low-latency wireless backhaul for mission-critical applications

Correct Answer: B

Cisco Edge Intelligence provides a holistic solution that simplifies the extraction, transformation, and delivery of data from IoT devices to various multi-cloud destinations. This platform enables organizations to effectively manage their IoT



data at the edge, ensuring efficient data processing and transmission to the cloud, facilitating seamless integration with enterprise applications and analytics tools. References: This response is based on Cisco's documentation on Edge Intelligence, which describes its capabilities to streamline the flow of data from edge devices to the cloud, enhancing IoT operations and cloud integration.

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