



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

Cisco IoT Essentials for Account Managers

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**QUESTION 1**

Why is the Industrial Network Director (IND) a clear added value in OT applications?

- A. IND can provide asset visibility for Modbus, Profinet, and Bacnet automation devices.
- B. IND enables app hosting in field routers IR8XX.
- C. IND improves industrial asset visibility and network troubleshooting.
- D. IND can work as a universal SCADA for automation systems.

Correct Answer: C

The Industrial Network Director (IND) is particularly valuable in Operational Technology (OT) applications due to its ability to improve industrial asset visibility and network troubleshooting. IND is designed to manage and monitor industrial networks, helping OT professionals gain comprehensive visibility into their network assets and streamlining the troubleshooting process. This capability enhances operational efficiency and minimizes downtime in industrial environments. References: The role of IND in enhancing network management and troubleshooting in OT environments is highlighted in Cisco's documentation and marketing materials for IND, which emphasize its benefits in industrial settings.

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**QUESTION 2**

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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**QUESTION 3**

What is the primary value proposition of Cisco Cyber Vision?

- A. securely run authenticated IoT applications at the edge on Cisco's IOx-hosted infrastructure
- B. embedded small form factor solves size, weight, and power challenges



- C. manage operations of the network of geographically distributed assets
- D. discover industrial assets, protocols, and communication patterns to provide operational insights

Correct Answer: D

Cisco Cyber Vision is primarily designed to offer visibility and security for industrial control systems. Its key value proposition lies in its ability to discover and monitor industrial assets, protocols, and communication patterns, providing crucial operational insights into the industrial network. This enables better security management by identifying vulnerabilities and anomalies in network behavior, thus helping maintain the integrity and efficiency of industrial operations. References: This understanding is based on Cisco's documentation for Cyber Vision, which highlights its capabilities in asset visibility and network monitoring to ensure robust security in industrial environments.

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#### QUESTION 4

In the industrial security sales play, which stakeholder is typically tasked with choosing the ICS security solution?

- A. CSO
- B. Field technician
- C. IT
- D. OT

Correct Answer: D

In the industrial security sales play, the stakeholder typically tasked with choosing the Industrial Control Systems (ICS) security solution is the Operational Technology (OT) team. The OT team is directly responsible for the continuity, efficiency, and safety of the industrial processes. Their deep understanding of the operational requirements and the critical nature of the systems makes them the primary decision-makers for security solutions that impact production and operational environments. References: This conclusion is based on industry standards and roles where OT teams are primarily engaged in managing and securing operational technologies within industrial setups.

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#### QUESTION 5

Which Catalyst IE switch acts as an SD-Access (SDA) Extension Policy Extended Node?

- A. IE2000
- B. IE3400
- C. IE4010
- D. IE5000

Correct Answer: B

The Cisco Catalyst IE3400 Rugged Series Switches act as SD-Access Extended Nodes. These switches are part of Cisco's Industrial Ethernet product line and are designed to support the extension of Software-Defined Access (SDA) features. This capability allows the IE3400 to integrate seamlessly with Cisco's policy-based network architecture, providing enhanced security, automation, and simplification at the network edge in rugged environments. References: This information is supported by Cisco's official product descriptions and technical specifications that detail



the role and capabilities of the IE3400 as part of Cisco's extended enterprise networking solutions.

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