



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

Cisco IoT Essentials for Account Managers

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**QUESTION 1**

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 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**

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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#### QUESTION 4

Where are Utilities currently focused?

- A. reduce OpEx, grid modernization, renewables, safety and security
- B. maintain grid reliability, air gap grid connectivity, move OpEx to CapEx
- C. clean coal, leverage existing assets, connected vehicle
- D. reduce power coverage, Smart appliances, electric vehicle

Correct Answer: A

Utilities are currently focused on reducing operational expenditures (OpEx), modernizing the grid, integrating renewable energy sources, and enhancing safety and security measures. These priorities aim to improve efficiency, sustainability, and resilience in utility operations, addressing the increasing demands for cleaner energy and more reliable service amidst growing environmental and economic challenges. References: This understanding is based on industry trends and strategic focuses commonly observed in the utilities sector, aiming to adopt more sustainable and efficient practices while ensuring robust infrastructure security.

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#### QUESTION 5

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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