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## Advanced Security Architecture for Account Managers

Cisco 700-265

Version Demo

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**QUESTION NO: 1**

Which licensing feature enables customers to better manage their software assets and optimize their IT spend?

- A. Cisco ONE
- B. Enterprise License Agreements
- C. License Bundling
- D. Smart Accounts

**ANSWER: D**

**QUESTION NO: 2**

Which three customer use cases address the best outcome? (Choose three.)

- A. Propose the best scalability.
- B. Offer powerful and integrated products.
- C. Faster threat identification.
- D. Deliver flexible deployment options.
- E. Enhance remediation.
- F. Provide complete protection.

**ANSWER: B D F**

**QUESTION NO: 3**

How does Cisco TrustSec help secure sensitive data and regulating network access?

- A. email security
- B. leverage file reputation
- C. ensure compliance
- D. provide customer choice
- E. traffic tagging

**ANSWER: C**

**QUESTION NO: 4**

In addition to protection, control, and flexibility, which two business values are used as part of Cisco value propositions? (Choose two.)

- A. integration
- B. scalability
- C. completeness
- D. cost effectiveness
- E. support

**ANSWER: C D**

**QUESTION NO: 5**

Which three features does an ASA 5506-X appliance with FirePower Services provide? (Choose three.)

- A. reliable visibility
- B. data loss prevention
- C. NGIPS
- D. next generation firewall
- E. URL filtering
- F. Talos

**ANSWER: A C D**

**QUESTION NO: 6**

Which customer cost saver examples like reputation analysis and recommended remediation steps?

- A. faster integration
- B. flexible licensing
- C. fewer resources to manage

D. less time scoping a breach

**ANSWER: D**

#### QUESTION NO: 7

Which three options are web and email security products? (Choose three.)

- A. Umbrella
- B. Cloudlock
- C. Web Security Appliance
- D. Investigate
- E. NGFW
- F. Meraki

**ANSWER: A B E**

#### QUESTION NO: 8

Which application works with Cisco NGFW to provide administrators powerful application and usage controls over mobile users?

- A. TrustSec
- B. Cloudlock
- C. Stealthwatch
- D. Next Generation Firewall
- E. AnyConnect
- F. AMP Threat Grid

**ANSWER: D**

#### QUESTION NO: 9

Refer to the exhibit. Which consolidating platforms and appliances under a single provider is customer coat saver?

Choose the exact platform that meets immediate needs now and prepares for the future

Consolidate all of your security solution services to a single provider, and run multiple applications on the appliance

Many solutions are available as either physical appliances. Licensing options allow customers to choose the functionality they need, based on the number of active endpoints on the network.

Customers can bundle various features in one appliance and can combine multiple solutions in a single offering, Cisco Smart Licensing provides flexible options at competitive value.

- A. faster integration
- B. easier remote access
- C. flexible licensing
- D. less time scoping a breach

**ANSWER: C**

#### QUESTION NO: 10

Which two benefits of a partner selling Cisco Security Solutions are true?

- A. simplified solutions
- B. partner referrals
- C. lower total cost of ownership
- D. opportunities for new revenue
- E. incentives programs

**ANSWER: A D**