

IT 认证电子书



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Exam : 700-550

Title : Cisco US Federal
Authorized Partner (USFAP)

Version : DEMO

1.A customer wants different administrators to manage licenses for separate agencies under one parent organization.

Which design is most appropriate?

- A. Use DPAS ratings to separate license control
- B. Combine all licenses under one unnamed inventory
- C. Assign each agency to a separate Virtual Account
- D. Replace Smart Licensing with PAK licensing

Answer: C

2.A partner is reviewing best practices for selling Cisco solutions to US government customers.

Which behavior is most appropriate?

- A. Validate compliance requirements before positioning
- B. Use discount eligibility as proof of suitability
- C. Review reseller stock levels before positioning
- D. Treat all commercial SKUs as government-ready

Answer: A

3.A partner asks whether commerce certification is mainly intended to teach device configuration.

Which response is most accurate?

- A. It focuses on buying model processes and partner responsibilities
- B. It focuses on replacing Smart Accounts with PAK codes
- C. It focuses on validating classified data environments
- D. It focuses on configuring routing and switching features

Answer: A

4.A federal customer wants to organize Cisco licenses by department while keeping overall ownership under the same organization.

What should be used?

- A. POS reports
- B. Common Criteria
- C. DPAS ratings
- D. Virtual Accounts

Answer: D

5.A Cisco partner wants to avoid making unsupported compliance claims in a federal proposal.

Which statement is safest?

- A. Customer interest confirms product compliance
- B. Any supported product is approved for federal use
- C. Claims should match validated Cisco information
- D. All Cisco products meet every federal standard

Answer: C