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Cisco IoT Essentials for Account Managers

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QUESTION 1

Which Industrial Routing device is purpose-built for remote and mobile deployments such as first responders and mass transit vehicles?

- A. IG30R
- B. IR1800
- C. IR7200
- D. IR8100

Correct Answer: C

The Cisco Industrial Router 7200 (IR7200) series is purpose-built for remote and mobile deployments, making it well-suited for applications like first responders and mass transit vehicles. This device is designed to provide reliable, secure,

and robust connectivity in mobile or remote settings, ensuring continuous communication and data transfer essential for critical operations in these environments.

References: The information is derived from Cisco\\'s product literature on the IR7200, which specifies its capabilities and intended use cases, particularly emphasizing its suitability for challenging and mobile deployments.

QUESTION 2

Which feature of the warehouse connectivity solution results in significant operational cost savings?

- A. placement does not require air conditioning
- B. provides web server capabilities
- C. helps bridge adjacent networks
- D. performs data analysis

Correct Answer: A

A significant operational cost saving in the warehouse connectivity solution comes from the fact that the placement of network equipment does not require air conditioning. This is particularly beneficial in large warehouse environments where the cost and logistics of cooling can be substantial. By eliminating the need for air conditioning for the network equipment, companies can significantly reduce operational expenses related to energy consumption and maintenance. References:This benefit is based on the design and deployment strategies of industrial networking equipment that are optimized for environments with minimal infrastructural support, reducing overall operational costs.

QUESTION 3

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.



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- 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.

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.

QUESTION 5

What are the main use cases that connected roadways and intersections enable?

- A. connecting both serial and ethernet field devices, and remote and mobile asset connectivity
- B. connectivity for traffic signal controller, video surveillance, and digital signage
- C. public safety fleet monitoring, and predictive maintenance for rail
- D. alternate routing of vehicles, and counting the number of passengers on public transportation

Correct Answer: B

Connected roadways and intersections primarily enable the connectivity for traffic signal controllers, video surveillance, and digital signage. These technologies are integrated to manage traffic flow more efficiently, enhance road safety, and



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provide real- time information to drivers and pedestrians. This integration supports smart city initiatives by improving traffic management, reducing congestion, and increasing safety and information dissemination at roadways and intersections. References: This answer reflects common smart roadway solutions that leverage connectivity to optimize traffic management and enhance public safety, as outlined in various Cisco smart city and IoT deployments.

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