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Cisco US Federal Authorized Partner (USFAP)



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Question: 1

A partner wants to ensure employees understand Cisco purchasing workflows before handling customer orders independently.
What should the organization emphasize?
Response:

A. Independent order processing without any required supervision
B. Product repair training scheduled before sales training
C. Annual hardware replacement and maintenance exercises only
D. Completion of the required commerce certification program

Answer: D

Explanation:
Completing the required commerce certification gives employees the workflow knowledge to handle orders correctly.

Question: 2

A partner is asked whether Smart Licensing only applies during initial product activation.
What is the best response?
Response:

A. It replaces all federal procurement compliance checks
B. It applies only to purchase-order prioritization
C. It also supports ongoing entitlement and usage visibility
D. It is used only for hardware replacement services

Answer: C

Explanation:
Smart Licensing provides continuous entitlement and consumption visibility, not just a one-time activation step.

Question: 3

A partner receives a request to substitute a noncompliant product because it is available sooner.
What should the partner do?
Response:

A. Ignore TAA requirements if delivery is urgent
B. Verify that the replacement satisfies procurement requirements
C. Confirm the replacement ships sooner than the original
D. Ship the available product without customer approval

Answer: B

Explanation:
Confirming the substitute meets the order's procurement requirements keeps the deal compliant despite the schedule pressure.

Question: 4

A federal customer requires products that meet recognized compliance programs.
What is the primary role of an authorized partner in this situation?
Response:

A. Certifying its own products as compliant, bypassing any external evaluation program.
B. Setting the compliance thresholds, which the purchasing agency must adopt.
C. Waiving compliance requirements, provided the deal timeline is tight.
D. Supplying products drawn only from compliant, authorized sources for that agency.

Answer: D

Explanation:
The partner's job is to source and offer products that already meet the required programs, not to create or bypass the requirements.

Question: 5

A federal agency is finalizing a switch purchase and asks what a Cisco hardware support subscription (the SMARTnet-style concept) delivers.
Which description best captures what such a support subscription provides?
Response:

A. A sourcing attestation for country of origin, transformation, and trade eligibility
B. A cloud license pool tracking entitlements, Smart Accounts, and Virtual Accounts
C. Replacement hardware coverage, access to technical support engineers, and rights to software maintenance updates
D. A discounted repurchase of switches, a rebate, and negotiated pricing

Answer: C

Explanation:

A hardware support subscription bundles hardware replacement, technical support engineer access, and software update rights, which is the durable purpose of attaching support.

Question: 6

A partner asks why federal agency buyers insist that products meet formal compliance programs before purchase.
What is the core reason?
Response:

A. Delivery deadlines and shipping priority are eased for compliant agencies.
B. Volume discounts and rebates are promised on compliance-labeled products.
C. Procurement and security rules restrict what agencies are legally allowed to acquire.
D. Warranty coverage is automatically extended on labeled products.

Answer: C

Explanation:
Federal purchases are bound by statute and security policy, so agencies may only buy products that meet the required compliance programs.

Question: 7

A partner is confirming how TAA country-of-origin is judged for a federal order.
Which two statements reflect the origin principle?
(Choose two.)
Response:

A. Origin is decided by whichever country supplies the highest-cost internal component.
B. Origin follows wherever the order is finally invoiced rather than where it is built.
C. Origin is set by where the product is substantially transformed.
D. Simple assembly or repackaging in a country does not by itself confer origin.
E. Origin follows the reseller's corporate headquarters or its main distribution site.

Answer: C,D

Explanation:
Substantial transformation, the step producing a new article, is what fixes the country of origin.
Origin requires a genuinely new article, so simple assembly or repackaging alone does not establish it.

Question: 8

A sales team wants to claim that a Cisco SaaS offer is acceptable for federal agency use.
What should they verify before making the claim?
Response:

A. Its eligibility for any distributor discount
B. Its assignment to a local Virtual Account
C. Its applicable federal cloud authorization status
D. Its inclusion in a SMARTnet renewal quote

Answer: C

Explanation:
Before claiming a SaaS offer is acceptable for a federal agency, the partner must verify the offer's applicable federal cloud authorization status.

Question: 9

Two federal organizations are merging, and covered devices with active support are moving from one organization to the successor. The partner is asked to keep support valid through the transition.
What should the partner focus on?
Response:

A. Recertifying the devices country-of-origin sourcing status to match the successor organization records
B. Reporting the transfer as point-of-sale data so the discount follows the devices
C. Rebuying the devices under the successor so their entitlement resets from scratch
D. Ensuring support entitlement is updated to the successor so coverage stays valid on the devices

Answer: D

Explanation:
Updating the entitlement records to the successor keeps the devices covered through the organizational change.

Question: 10

A partner is preparing a proposal for a federal agency that handles sensitive classified data.
Which customer requirement should be clarified first?
Response:

A. Whether a distributor discount applies to the order
B. Whether all licenses can use one account
C. Whether support coverage can be excluded
D. Whether NSA-related handling requirements apply

Answer: D

Explanation:

For an agency handling classified data, confirming whether special national-security handling requirements apply is the first compliance question that shapes the whole proposal.

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