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Cisco US Federal Authorized Partner (USFAP)



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Question: 1

A customer asks whether a Virtual Account is separate from the organization's Smart Account. Which answer is most accurate?

- A. It is a replacement for a Smart Account
- B. It is a logical subdivision within a Smart Account
- C. It is a support contract renewal record
- D. It is a federal procurement rating

Answer: B

Question: 2

A federal agency asks whether a Cisco cloud service can be used for a regulated workload. Which factor should the partner validate first?

- A. The service's applicable authorization status
- B. The partner's available discount level
- C. The customer's preferred license nickname
- D. The support renewal month

Answer: A

Question: 3

A new employee asks what Buying Models Commerce Certification primarily focuses on. Which response is most accurate?

- A. Government contract law interpretation
- B. Product hardware installation techniques
- C. Software programming fundamentals
- D. Cisco commerce processes and partner responsibilities

Answer: D

Question: 4

A partner wants to measure whether its commerce process training is effective. Which outcome is the best indicator?

- A. More products assigned to one Virtual Account
- B. Fewer transaction errors and cleaner handoffs
- C. Higher use of unauthorized sourcing options
- D. More delayed POS submissions after renewal

Answer: B

Question: 5

A sales representative is asked whether a Cisco partner can sell products outside its authorized coverage area. Which concept should guide the response?

- A. Virtual Account
- B. DPAS rating
- C. Partner territory
- D. FedRAMP package

Answer: C

Question: 6

A Cisco partner is preparing employees to support customer purchasing motions that use Cisco buying models. Which action best supports operational readiness?

- A. Complete the required commerce certification training
- B. Create separate Smart Accounts for every order
- C. Apply DPAS ratings to all customer purchases
- D. Use manual processing for every transaction

Answer: A

Question: 7

A defense customer asks whether a standard commercial offer can support classified mission data.

a. What should the partner do?

- A. Assume encryption makes the offer acceptable
- B. Clarify classification and handling requirements
- C. Use POS reporting to approve classified use

D. Add SMARTnet to authorize the workload

Answer: B

Question: 8

A government agency asks why Cisco emphasizes brand protection in federal procurement. Which outcome best reflects the purpose?

- A. Eliminating the need for support contract validation
- B. Replacing federal acquisition requirements with Cisco policy
- C. Protecting customers from counterfeit and unsupported products
- D. Allowing any reseller to fulfill Cisco government orders

Answer: C

Question: 9

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 configuring routing and switching features
- C. It focuses on replacing Smart Accounts with PAK codes
- D. It focuses on validating classified data environments

Answer: A

Question: 10

A procurement specialist asks why TAA compliance is reviewed before an order is accepted. What is the primary reason?

- A. To determine the level of technical support required
- B. To activate software licensing immediately
- C. To assign products to Smart Accounts automatically
- D. To confirm the products meet applicable procurement rules

Answer: D

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