



700-104^{Q&As}

Business Edition 6000 for Account Managers

Pass Cisco 700-104 Exam with 100% Guarantee

Free Download Real Questions & Answers **PDF** and **VCE** file from:

<https://www.pass4lead.com/700-104.html>

100% Passing Guarantee
100% Money Back Assurance

Following Questions and Answers are all new published by Cisco
Official Exam Center

-  **Instant Download** After Purchase
-  **100% Money Back** Guarantee
-  **365 Days** Free Update
-  **800,000+** Satisfied Customers



**QUESTION 1**

In which two ways does Cisco Business Edition 6000 protect its investment for midsize businesses that will grow to become enterprise businesses with more than 1000 users in the future? (Choose two.)

- A. Cisco Business Edition 6000 virtualization
- B. simplified Cisco trade-in options for servers and endpoints
- C. functionalities and endpoints that are supported in both Unified Communications solutions
- D. Cisco Capital financing

Correct Answer: AC

QUESTION 2

In the Cisco Business Edition 6000 sales cycle, mapping the solution and its business benefits to the business initiatives is of essential importance. Where in the sales cycle does this mapping typically occur?

- A. when gathering information about the buying center and customer vision and strategy
- B. when proposing the Cisco Business Edition 6000 solution
- C. when identifying the potential customer risks
- D. when preparing the proposed Cisco Business Edition 6000 solution

Correct Answer: B

QUESTION 3

In which two ways does Cisco Business Edition 6000 deployment mitigate and reduce the business risk? (Choose two.)

- A. The end-to-end Cisco collaboration solution eliminates the risk of other vendor applications and devices not being supported.
- B. Cisco Jabber uses a consistent user interface on all devices. Changing devices does not impact user acceptance.
- C. Cisco Collaboration Architecture supports all major operating systems and devices, minimizing the risk of a device not being supported.
- D. Cisco proprietary communications protocols mitigate the risk of interoperability with other vendor collaboration devices.

Correct Answer: BC

QUESTION 4



Which three midmarket business situations bring the best opportunities for Cisco business Edition 6000 implementation? (Choose three.)

- A. businesses with an existing IP-based PBX deployment
- B. businesses with an aged TDM phone system implementation
- C. businesses that recently merged with or were acquired by a large enterprise
- D. businesses with an existing phone system maintenance contract expiring
- E. businesses that are moving their headquarters office
- F. businesses that are changing their primary type of business

Correct Answer: ABC

QUESTION 5

Which statement best describes the Cisco collaboration architecture?

- A. It is a collaboration framework designed to integrate the existing collaboration functionalities of a customer with Cisco network infrastructure.
- B. It is a collaboration framework designed to support the collaboration needs of a typical large enterprise.
- C. It is a flexible collaboration framework designed to support any customer and any user collaboration needs.
- D. It is a flexible network framework designed to enable integration with the collaboration requirements of a customer.

Correct Answer: A

[Latest 700-104 Dumps](#)

[700-104 Study Guide](#)

[700-104 Exam Questions](#)



To Read the [Whole Q&As](#), please purchase the [Complete Version](#) from [Our website](#).

Try our product !

100% Guaranteed Success

100% Money Back Guarantee

365 Days Free Update

Instant Download After Purchase

24x7 Customer Support

Average 99.9% Success Rate

More than 800,000 Satisfied Customers Worldwide

Multi-Platform capabilities - [Windows](#), [Mac](#), [Android](#), [iPhone](#), [iPod](#), [iPad](#), [Kindle](#)

We provide exam PDF and VCE of Cisco, Microsoft, IBM, CompTIA, Oracle and other IT Certifications. You can view Vendor list of All Certification Exams offered:

<https://www.pass4lead.com/allproducts>

Need Help

Please provide as much detail as possible so we can best assist you.

To update a previously submitted ticket:



 <p>One Year Free Update Free update is available within One Year after your purchase. After One Year, you will get 50% discounts for updating. And we are proud to boast a 24/7 efficient Customer Support system via Email.</p>	 <p>Money Back Guarantee To ensure that you are spending on quality products, we provide 100% money back guarantee for 30 days from the date of purchase.</p>	 <p>Security & Privacy We respect customer privacy. We use McAfee's security service to provide you with utmost security for your personal information & peace of mind.</p>
---	---	--

Any charges made through this site will appear as Global Simulators Limited.

All trademarks are the property of their respective owners.

Copyright © pass4lead, All Rights Reserved.