

700-105^{Q&As}

Cisco Midsize Collaboration Solutions for Account Managers

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QUESTION 1

Which three Cisco Business Edition 6000 characteristics contribute to its business scalability? (Choose three.)

- A. business process optimization through better team collaboration
- B. high availability
- C. rapid return on investment
- D. increased agility and investment protection
- E. reduced carbon footprint
- F. server redundancy
- G. deployment flexibility with unified provisioning

Correct Answer: ACD

QUESTION 2

Which information is provided by the Cisco Partner Proposal Library?

- A. proposal templates
- B. technical descriptions
- C. Cisco pricelist
- D. FAQs for Cisco Business Edition 6000

Correct Answer: A

QUESTION 3

Which three operational benefits are provided by Cisco Business Edition 6000? (Choose three.)

- A. support for multiple management platforms
- B. faster end-user adoption through collaboration process templates
- C. faster updates through smaller software packages
- D. reduced implementation risk through reference architectures and validated designs
- E. better user experience based on end-to-end architectural approach
- F. faster solution implementation due to preloaded and preconfigured collaboration applications

Correct Answer: BEF

QUESTION 4

Which statement allows you to position the topic of collaboration meeting rooms with the customer?

- A. Cisco Collaboration Meeting Rooms is a validated design that defines the layout design, and technical requirements of Cisco Telepresence Video rooms.
- B. Cisco Collaboration Meeting Rooms is a video conferencing service. It couples WebEx Personal Rooms and the cloud-based WebEx Video Bridge into one, always-available meeting experience.
- C. Cisco Collaboration Meeting Rooms represent the video capabilities of Cisco Business Edition 6000 that enable video from any device.
- D. Cisco Collaboration Meeting Rooms is an on-premises service offering video to the enterprise across mobile, desktop, and room-based systems.

Correct Answer: B

QUESTION 5

Which four companies are the strongest Cisco competitors in the area of unified communications and collaboration? (Choose four)

- A. Juniper
- B. Avaya
- C. Siemens - Unify
- D. ZTE
- E. Mitel
- F. Brocade
- G. Microsoft
- H. HP

Correct Answer: BCGH

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