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QUESTION 1

Which three options are business benefits of increased reliability? (Choose three)

A. Protects revenue streams

B. Enhances career paths

C. Promotes independence

D. Increases business resilience

E. Reduces maintenance and network operation costs

F. Validates business decisions

Correct Answer: ACD

QUESTION 2

A customer wants to deploy a solution that requires highquality video for full multimedia applications. Which two Cisco Unified Communication endpoint solutions should you recommend? (Choose two.)

A. 6900 Series

B. 8900 Series

C. 5900 Series

D. 9900 Series

E. 3900 Series

Correct Answer: BD

QUESTION 3

Your customer is considering migrating to a Cisco Borderless Routing solution from their current vendor. Which best practice can close the sale?

A. Demonstrate how the Cisco solution saves money by consolidating devices and integrating management.

B. Mention that promotions and incentives are available through Cisco

C. Go through a check list and compare the performance capabilities between Cisco and the other vendor.

D. Show the customer a Cisco television commercial.

Correct Answer: A

QUESTION 4

Which two collaboration products are accessible (and relevant) to Express Collaboration Specialized partners? (Choose two.)

A. Cisco Telepresence EX/90

B. Cisco Unified Contact Center Enterprise

C. Cisco CRSX D

D. Cisco ASA 5510

E. Cisco Business Edition 6000

Correct Answer: AE

QUESTION 5

Which two IT solution characteristics do small and midsize business customers prefer? (Choose two.)

A. Solutions that will increase employee morale.

B. Flexibility; devices can be added easily in the future.

C. Enterprisegrade functionality; complexity is not a concern.

D. Simple devices that work well together right out of the box.

Correct Answer: BD

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