

700-651^{Q&As}

Cisco Collaboration Architecture Sales Essentials

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QUESTION 1

Which BOM tool must be referenced when design requirements are outside the scope of Cisco preferred architectures?

- A. Cisco Preferred Architecture Design Overview
- B. Cisco Solution Reference Network Designs Guide
- C. Preferred Architecture Cisco Validated Design
- D. Preferred Architecture Application Cisco Validated Design

Correct Answer: B

Reference: <https://www.cisco.com/c/dam/en/us/td/docs/solutions/PA/midmarket/voice.pdf>

QUESTION 2

For on-premises deployments, which option does Cisco recommend for a consistent one meeting experience and full interoperability?

- A. Cisco TelePresence Server
- B. Cisco Meeting Server
- C. Cisco Expressway
- D. Cisco Conductor

Correct Answer: B

QUESTION 3

How is transactional revenue procured?

- A. through a subscription-based model
- B. through a one-time transaction
- C. through a time-building model
- D. through massive marketing campaigns

Correct Answer: B

QUESTION 4

Which Cisco UCL plans support all Cisco user devices?

- A. Basic and Enhanced
- B. Enhanced and Enhanced Plus
- C. Essential and Enhanced Plus
- D. Essential and Basic

Correct Answer: B

QUESTION 5

Which Cisco Spark Flex Plan is an enterprise-wide subscription for meetings, messaging, and calling?

- A. Employee Count
- B. Cloud Flex
- C. Active User
- D. Shared Meetings

Correct Answer: B

QUESTION 6

For which purpose was the Cisco Spark Flex Plan designed?

- A. to simplify the transition to cloud-based collaboration solutions
- B. to simplify the transition to hybrid-based collaboration solutions
- C. to simplify the transition to all collaboration solutions
- D. to simplify the transition to premises-based collaboration solutions

Correct Answer: A

QUESTION 7

Which SWSS offer allows customers to choose the right level of service for on-premises, cloud, and hybrid environments?

- A. Enhanced SWSS
- B. Unified Communications SWSS
- C. Lifecycle SWSS
- D. Cisco Spark and WebEx SWSS

Correct Answer: D

QUESTION 8

Which company can supply and support a full next-generation meeting deployment?

- A. Cisco
- B. Polycom
- C. Microsoft
- D. Zoom

Correct Answer: A

QUESTION 9

Which option must you consider when closing a sale?

- A. customer budget
- B. customer lifecycle
- C. recurring revenue
- D. transactional revenue

Correct Answer: B

QUESTION 10

How long do new workforce employees stay with a company on average?

- A. 5 to 10 years
- B. 9 to 15 years
- C. 3 years or less
- D. 3 to 5 years

Correct Answer: C

QUESTION 11

Which purpose of the Quick Pricing tool is true?

- A. It obtains general design best practices.

- B. It provides pricing guidance on the optimal solution.
- C. It build the BOM for you.
- D. It provides detailed design options for Cisco Collaboration.

Correct Answer: C

QUESTION 12

Which option lists Cisco differentiators?

- A. experience, premise architecture, static configurations
- B. experience, cloud API, and hybrid architecture
- C. cloud API, web presence, and hardware
- D. premise architecture, cloud API, and static configurations

Correct Answer: B

QUESTION 13

How is recurring revenue procured?

- A. through a time-building model
- B. through a one-time transaction
- C. through a subscription-based model
- D. through massive marketing campaigns

Correct Answer: C

QUESTION 14

Which capability can Pexip provide?

- A. conferencing
- B. video endpoints
- C. voice endpoints
- D. call center functions

Correct Answer: A

QUESTION 15

Which two of the following are concerns that an operations manager may have in making a decision on Cisco Collaboration? (Choose two.)

- A. Fast adoption of organizational changes
- B. How to engage with external suppliers quickly
- C. Reliability of the company infrastructure
- D. Go-to-market time of new products or services
- E. Changing customer demands

Correct Answer: AC

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