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**QUESTION 1**

Which two key purchase decision factors are most important to a target customer considering the Cisco Unified Communications 300 Series? (Choose two.)

- A. Bandwidth
- B. Cost
- C. Customization
- D. Scalability
- E. Service

Correct Answer: BE

QUESTION 2

What are three of the five general business topics that Cisco has defined that small business owners need to think about in terms of running their business? (Choose three)

- A. server customers better
- B. use Unified Communications to solve problems
- C. crease cash flow
- D. be more productive
- E. work from anywhere
- F. hire more staff

Correct Answer: ADE

QUESTION 3

Which two options are competitive advantages of Cisco RV Series Routers? (Choose two.)

- A. Provide a port to connect a fax machine
- B. Easy-to-use, simplified configuration GUI
- C. Enhanced features: VLANs, ACL, QoS, IPv6, and cloud services (some models)
- D. Embedded wireless included with all routers
- E. Protect Link Web included with all routers

Correct Answer: BC



QUESTION 4

Which two features are available with the Cisco Business Edition 3000? (Choose two)

- A. Enhanced survivable remote site telephony
- B. Firewall protection and intrusion detection
- C. Interoperability with Cisco Unified Communications Manager
- D. Single number reach and extension mobility
- E. Voice messaging and auto attendant

Correct Answer: DE

QUESTION 5

Which three options are partner benefits of the Cisco OnPlus Service? (Choose three.)

- A. Deliver managed network services simply and affordably.
- B. Enable customers to self-monitor their networks.
- C. Increase profitability by serving as a trusted advisor.
- D. Provide visibility into a customer's network.
- E. Replace non-Cisco managed network services.
- F. Eliminate troubleshooting of network issues.

Correct Answer: ACD

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