



700-104^{Q&As}

Business Edition 6000 for Account Managers

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QUESTION 1

Which four are advantages of a Cisco end-to-end architectural approach? (Choose four.)

- A. enhanced security
- B. multiple protocols
- C. any end-user device
- D. multi-vendor
- E. consistent experience
- F. limited availability
- G. unified policies

Correct Answer: ACEG

QUESTION 2

Which two business impacts do Cisco collaborative technologies bring into employee innovation? (Choose two.)

- A. scale workforce expertise with the organization
- B. reduce sales cycle time
- C. accelerate time to market
- D. unify the supply chain and partnerships
- E. reduce complexity and control costs

Correct Answer: AE

QUESTION 3

Which two statements are true when comparing Cisco and Microsoft unified communications solutions? (Choose two.)

- A. Microsoft Lync is free. Licenses are included in other Microsoft bundles, so no incremental costs are required to deploy the full collaboration solution.
- B. Only Cisco can offer an entirely end-to-end collaboration solution.
- C. Both Cisco and Microsoft provide award-winning, 24-hour, around-the-globe technical support for a complete set of collaboration solutions.
- D. Cisco Jabber ensures the same user experience on any device and any operating system.

Correct Answer: BD



QUESTION 4

Which Cisco online tool is designed to help Cisco partners quickly generate a bill of materials and estimate pricing for Cisco solutions, addressing the needs of small to midsize customers?

- A. Cisco Dynamic Configuration Tool
- B. Cisco Unified Communications Sizing Tool
- C. Cisco Order Status Tool
- D. Cisco Quick Pricing Tool

Correct Answer: D

Reference: http://uk.comstor.com/content/selling_tools/cisco-partner-enablement-tools/cisco-smb-tools

QUESTION 5

Which Cisco Unified Communications and Collaboration deployment option best fits the on-premises midmarket businesses with 500 to 1000 users?

- A. Cisco Hosted Collaboration Solutions
- B. Cisco Business Edition 3000
- C. Cisco WebEx Cloud
- D. Cisco Business Edition 6000

Correct Answer: D

Reference:

http://www.cisco.com/cisco/web/solutions/small_business/products/voice_conferencing/uc_manager_business_edition/index.html

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