



# 700-105<sup>Q&As</sup>

Cisco Midsize Collaboration Solutions for Account Managers

## Pass Cisco 700-105 Exam with 100% Guarantee

Free Download Real Questions & Answers **PDF** and **VCE** file from:

<https://www.pass4itsure.com/700-105.html>

100% Passing Guarantee  
100% Money Back Assurance

Following Questions and Answers are all new published by Cisco  
Official Exam Center

- ⚙️ **Instant Download** After Purchase
- ⚙️ **100% Money Back** Guarantee
- ⚙️ **365 Days** Free Update
- ⚙️ **800,000+** Satisfied Customers



**QUESTION 1**

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 2**

When selling a Cisco Business Edition 6000 solution to a customer that plans to upgrade from an old voice collaboration solution which three important messages must you present to the customer? (Choose three.)

- A. Cisco Business Edition 6000 supports all major operating systems and devices.
- B. Cisco Business Edition 6000 lowers the collaboration solution costs and the costs of adding new users and functionalities.
- C. Cisco Business Edition 6000 simplifies collaboration management by introducing a dedicated IT team that is focused only on the collaboration solution.
- D. Cisco Business Edition 6000 reduces the risk of outdated technology and reduces dependency on service providers.
- E. Adding additional collaboration applications can be done simply by adding additional Cisco UCS C-Series servers to the network.
- F. Cisco Business Edition 6000 brings all collaboration functionalities on one single server.

Correct Answer: BDF

---

**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 solution is the best fit for a midsize organization that requires an on-premises deployment for 250 users including 25 contact center agents, featuring voice and video calling, voicemail, paging, instant messaging, and presence?

A. Cisco BE6000H

B. Cisco BE6000S

C. Cisco Spark

D. Cisco WebEx Meeting Center

Correct Answer: A

---

#### QUESTION 5

Why is it important to understand the customer strategy and aligned initiatives early in the sales process?

A. It enables you avoid derailing in IT conversations.

B. It enables you to be more business relevant with Cisco technical solutions.

C. It enables you to lock out the competition.

D. It enables you to charge more for Cisco solutions.

Correct Answer: D

---

[Latest 700-105 Dumps](#)

[700-105 VCE Dumps](#)

[700-105 Braindumps](#)