



700-105^{Q&As}

Cisco Midsize Collaboration Solutions for Account Managers

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QUESTION 1

Which statement that compares Cisco and Microsoft collaboration solutions is true?

- A. Only Cisco offers an end-to-end collaboration solution that includes applications, endpoints, room systems, and infrastructure.
- B. Microsoft Lync is free. Licenses are included in other Microsoft bundles so no incremental costs are required to deploy the full collaboration solution.
- C. Only Cisco supports integration with third-party collaboration solutions.
- D. Microsoft offers a complete solution including endpoints, business video, and soft clients.

Correct Answer: A

QUESTION 2

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

- A. eliminating complexity and controlling costs
- B. increasing time to market
- C. enabling disparate teams to work together to solve problems
- D. eliminating sales cycle time
- E. enhancing communications with strategic partners and suppliers

Correct Answer: AE

QUESTION 3

Which Cisco online resource provides partners with the most comprehensive set of Cisco BE6000 sales materials that are aligned to the sales cycle?

- A. Cisco Selling Collab Portal
- B. Cisco Business Edition 6000 Product home page
- C. Cisco Promotions and Incentive
- D. Cisco BE6000 Partner Sales Guide

Correct Answer: A

QUESTION 4



Which licensing option gives the customer the highest value and best option to grow?

- A. Cisco UWL Enterprise
- B. Cisco UWL Standard
- C. Cisco UCL Professional
- D. Cisco UWL Professional

Correct Answer: D

QUESTION 5

How many devices are supported by the Cisco BE6000S model?

- A. 2500
- B. 1000
- C. 300
- D. 150

Correct Answer: A

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