



700-104^{Q&As}

Business Edition 6000 for Account Managers

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**QUESTION 1**

Which server virtualization technology is used with Cisco Business Edition 6000 to support multiple applications running on the same physical server?

- A. Microsoft
- B. Citrix
- C. VMware
- D. Cisco

Correct Answer: C

QUESTION 2

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 3

In which three ways does Cisco accelerate the adoption of advanced collaboration tools? (Choose three.)

- A. With scalable collaboration deployment options
- B. By supporting business-to-business and business-to-customer collaboration capabilities
- C. With enhanced core network infrastructure functionalities
- D. By introducing Cisco data center unified computing functionalities to support collaboration requirements
- E. By enabling Cisco end-to-end collaboration deployments
- F. With cost-effective collaboration and business video solutions



Correct Answer: BEF

QUESTION 4

In which two ways does Cisco Business Edition 6000 deployment mitigate and reduce the business risk? (Choose two.)

- A. The end-to-end Cisco collaboration solution eliminates the risk of other vendor applications and devices not being supported.
- B. Cisco Jabber uses a consistent user interface on all devices. Changing devices does not impact user acceptance.
- C. Cisco Collaboration Architecture supports all major operating systems and devices, minimizing the risk of a device not being supported.
- D. Cisco proprietary communications protocols mitigate the risk of interoperability with other vendor collaboration devices.

Correct Answer: BC

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_confere_ncing/uc_manag_er_business_edition/index.html

QUESTION 6

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 7

When selling a Cisco Business Edition 6000 solution to a customer that plans to upgrade from an old voice collaboration solution, which three of these are some of the key messages that you would need to present to the customer? (Choose three.)

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- C. Cisco Business Edition 6000 reduces the risk of outdated technology and reduces dependency on service providers.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

Correct Answer: BCD

QUESTION 8

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 9

Which Cisco Unified Communications application provides voice messaging capabilities with Cisco Business Edition 6000?

- A. Cisco Unified Communications Manager
- B. Cisco Unified Presence
- C. Cisco Unified Contact Center Express



D. Cisco Unity Connection

E. Cisco Unified Attendant Console

Correct Answer: D

Reference:

http://www.cisco.com/en/US/prod/collateral/voicesw/ps6788/vcallcon/ps11369/da_ta_sheet_c78-638921.html (see Cisco Unity connection)

QUESTION 10

In the Cisco Business Edition 6000 sales cycle, mapping the solution and its business benefits to the business initiatives is of essential importance. Where in the sales cycle does this mapping typically occur?

A. when gathering information about the buying center and customer vision and strategy

B. when proposing the Cisco Business Edition 6000 solution

C. when identifying the potential customer risks

D. when preparing the proposed Cisco Business Edition 6000 solution

Correct Answer: B

QUESTION 11

Which three Cisco Unified Communications and Collaboration applications are part of a basic Cisco Business Edition bundle? (Choose three.)

A. Cisco Unity Connection

B. Cisco Unified Provisioning

C. Manager Business Edition

D. Cisco Unified Attendant Console

E. Cisco Unified Communications Manager

F. Cisco Unified Contact Center Express

Correct Answer: ABE

QUESTION 12

Which three collaboration mechanisms increase customer satisfaction? (Choose three.)

A. attractive TV advertisements



- B. variety of customer communication channels
- C. flexible, enhanced customer service processes
- D. effective mail and email communication
- E. frequent phone communication
- F. ability to access customer data from any device, anywhere

Correct Answer: BCD

Reference: <http://www.cisco.com/en/US/netsol/ns1007/architecture.html>

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