

700-105 Dumps

Cisco Midsize Collaboration Solutions for Account Managers

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NEW QUESTION 1

Which two statements about Cisco Validated Designs and Smart Business Architectures are true? (Choose two.)

- A. Cisco Validated Designs provide proven design of solutions that include only Cisco products and thus ensure single-vendor solutions.
- B. Cisco Validated Designs are end-to-end designs that are well-tested and fully documented.
- C. Smart Business Architecture guides are available for enterprise-sized deployments only.
- D. Smart Business Architecture is a blueprint for delivering the three Cisco architectures in a modular approach.

Answer: BD

NEW 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- D. Cisco Business Edition 6000 reduces the risk of outdated technology and reduces dependency on service providers.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.

Answer: BDF

NEW QUESTION 3

How does Cisco Collaboration address the need for different endpoints?

- A. by introducing Cisco data center unified computing functionalities to support collaboration requirements.
- B. by offering various different phones
- C. with a consistent user experience regardless of the type or location of the endpoint
- D. by focusing on software clients only
- E) by enabling WebEx to support video

Answer: C

NEW QUESTION 4

Which three options are the most important business challenges experienced by midmarket customers? (Choose three)

- A. lack of in-house IT skills
- B. available bandwidth for video
- C. being local but competing globally
- D. regulation and government policies
- E. need for innovation

Answer: ABC

NEW QUESTION 5

How many devices are supported by the Cisco BE6000S model?

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

Answer: A

NEW QUESTION 6

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.
- C. Licenses are included in other Microsoft bundles so no incremental costs are required to deploy the full collaboration solution.
- D. Only Cisco supports integration with third-party collaboration solutions.
- E. Microsoft offers a complete solution including endpoints, business video, and soft client.

Answer: A

NEW QUESTION 7

Which three Cisco Collaboration applications are supported on the Cisco BE6000M and H platforms? (Choose three.)

- A. Cisco Unified Communications Manager Express
- B. Cisco Expressway
- C. Cisco Unity Connection
- D. Cisco Data Virtualization and Data Federation
- E. Cisco Unified Communications Manager
- F. Cisco Unified Contact Center Enterprise

Answer: AEF

NEW QUESTION 8

Which three options are important functionalities of Cisco WebEx? (Choose three.)

- A. support for third-party platforms
- B. mobile, Windows, Mac, and TV clients
- C. storage space for documents
- D. high-definition audio and video
- E. document, application, and screen sharing
- F. on-premises, cloud, and hybrid deployment

Answer: AEF

NEW QUESTION 9

Which definition is the best description of collaboration?

- A. software and tools that enable teamwork
- B. working together remotely
- C. video and chat applications running via the Internet
- D. people working together to reach a common goal

Answer: A

NEW QUESTION 10

Which client that is packaged with the Cisco Business Edition 6000 lets you access presence, IM: voice, video, voice messaging, desktop sharing, and conferencing services from any device?

- A. Cisco WebEx Messenger client
- B. Cisco AnyConnect client
- C. Cisco Jabber client
- D. Cisco Unified Personal Communicator client

Answer: C

NEW QUESTION 10

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

Answer: A

NEW QUESTION 15

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.
- C. It couples WebEx Personal Rooms and the cloud-based WebEx Video Bridge into one, always-available meeting experience.
- D. Cisco Collaboration Meeting Rooms represent the video capabilities of Cisco Business Edition 6000 that enable video from any device.
- E. Cisco Collaboration Meeting Rooms is an on-premises service offering video to the enterprise across mobile, desktop, and room-based systems.

Answer: B

NEW QUESTION 20

Which four options are the main areas of Cisco Collaboration? (Choose four)

- A. virtual support
- B. flexibility
- C. conferencing
- D. customer collaboration
- E. unified communications
- F. social software
- G. collaboration endpoints
- H. voicemail

Answer: BCEG

NEW QUESTION 25

Which licensing option gives the customer the highest value and best option to grow? A. Cisco UWL Enterprise

- A. Cisco UWL Standard
- B. Cisco UCL Professional

C. Cisco UWL Professional

Answer:

NEW QUESTION 30

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 solution

Answer: D

NEW QUESTION 31

Which information is provided by the Cisco Partner Proposal Library?

- A. proposal templates
- B. technical descriptions
- C. Cisco pricelist
- D. FAQs for Cisco Business Edition 6000

Answer: A

NEW QUESTION 36

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