

# 700-104<sup>Q&As</sup>

**Business Edition 6000 for Account Managers** 

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#### **QUESTION 1**

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

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

Correct Answer: AC

#### **QUESTION 2**

Which three of these are business benefits of Cisco Business Edition 6000 virtualization? (Choose three.)

- A. faster return on investment through server consolidation
- B. applications deployed across multiple physical servers
- C. fixed solution aligned with fixed business strategy
- D. easy installation and upgrade
- E. single physical server deployment
- F. support for third-party management platforms

Correct Answer: ADE

#### **QUESTION 3**

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



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Correct Answer: ACEG

### **QUESTION 4**

Cisco Business Edition 6000 efficiently supports BYOD deployments. Which three top-of-mind business imperatives are related to BYOD? (Choose three.)

- A. work anywhere
- B. content and device explosion
- C. device flexibility
- D. cloud services
- E. complex deployments
- F. trust at a distance
- G. dispersed workforce

Correct Answer: ADG

#### **QUESTION 5**

Which three midmarket business situations bring the best opportunities for Cisco business Edition 6000 implementation? (Choose three.)

- A. businesses with an existing IP-based PBX deployment
- B. businesses with an aged TDM phone system implementation
- C. businesses that recently merged with or were acquired by a large enterprise
- D. businesses with an existing phone system maintenance contract expiring
- E. businesses that are moving their headquarters office
- F. businesses that are changing their primary type of business

Correct Answer: ABC

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