



700-104^{Q&As}

Business Edition 6000 for Account Managers

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QUESTION 1

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

QUESTION 2

Where in the value chain do collaboration architecture solutions bring the highest value to businesses?

- A. In human resources management processes
- B. Infrastructure
- C. In logistics processes
- D. Within core business processes

Correct Answer: A

QUESTION 3

Which statement best describes the Cisco collaboration architecture?

- A. It is a collaboration framework designed to integrate the existing collaboration functionalities of a customer with Cisco network infrastructure.
- B. It is a collaboration framework designed to support the collaboration needs of a typical large enterprise.
- C. It is a flexible collaboration framework designed to support any customer and any user collaboration needs.
- D. It is a flexible network framework designed to enable integration with the collaboration requirements of a customer.

Correct Answer: A

QUESTION 4



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 5

Which Cisco online tool is designed to help Cisco partners quickly generate a bill of materials and estimate pricing for Cisco solutions, addressing the needs of small to midsize customers?

- A. Cisco Dynamic Configuration Tool
- B. Cisco Unified Communications Sizing Tool
- C. Cisco Order Status Tool
- D. Cisco Quick Pricing Tool

Correct Answer: D

Reference: http://uk.comstor.com/content/selling_tools/cisco-partner-enablement-tools/cisco-smb-tools

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