



700-105^{Q&As}

Cisco Midsize Collaboration Solutions for Account Managers

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QUESTION 1

How many devices are supported by the Cisco BE6000S model?

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

Correct Answer: A

QUESTION 2

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 3

Which two operational benefits are provided by Cisco Business Edition 6000 virtualization? (Choose two.)

- A. reduced risk because each application runs on a separate physical server
- B. reduced costs through integrated management and a scalable platform
- C. time savings through easy platform management
- D. support for multiple management platforms
- E. reduced costs through support for traditional TDM-based voice systems

Correct Answer: BC

QUESTION 4

Which statement describes the key function provided by Cisco Spark?

- A. Cisco Spark makes it easier to find experts in your organization.



- B. Cisco Spark simplifies teamwork by sharing messages and files, and it lets you meet with different teams, all in one place.
- C. Cisco Spark is available on-premises and in the cloud.
- D. Cisco Spark can be integrated with Microsoft Lync.

Correct Answer: B

QUESTION 5

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

Correct Answer: B

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