



700-105^{Q&As}

Cisco Midsize Collaboration Solutions for Account Managers

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QUESTION 1

Which four companies are the strongest Cisco competitors in the area of unified communications and collaboration? (Choose four)

- A. Juniper
- B. Avaya
- C. Siemens - Unify
- D. ZTE
- E. Mitel
- F. Brocade
- G. Microsoft
- H. HP

Correct Answer: BCGH

QUESTION 2

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

- A. support for multiple management platforms
- B. faster end-user adoption through collaboration process templates
- C. faster updates through smaller software packages
- D. reduced implementation risk through reference architectures and validated designs
- E. better user experience based on end-to-end architectural approach
- F. faster solution implementation due to preloaded and preconfigured collaboration applications

Correct Answer: BEF

QUESTION 3

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- D. Cisco Business Edition 6000 reduces the risk of outdated technology and reduces dependency on service providers.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

Correct Answer: BDF

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

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

- A. Cisco proprietary communications protocols mitigate the risk of interoperability with other collaboration devices from other vendors.
- B. Cisco Collaboration architecture supports all major operating systems and devices, which minimizes the risk of a device not being supported
- C. Cisco Jabber uses a consistent user interface on all devices. Change of devices does not impact user acceptance.
- D. End-to-end, the Cisco Collaboration solution eliminates the risk that the applications and devices of other vendors will not be supported.

Correct Answer: BC

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