



# 700-105<sup>Q&As</sup>

Cisco Midsize Collaboration Solutions for Account Managers

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### QUESTION 1

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

Correct Answer: AEF

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### QUESTION 2

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

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### 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

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#### QUESTION 4

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

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#### QUESTION 5

Which option is a key challenge for customers and their IT teams caused by the evolution of communication tools?

- A. skills of the IT teams
- B. keeping the organizational structure unchanged while adapting to new collaboration solutions
- C. fragmentation and complexity of collaboration tools
- D. time for implementation of collaboration hardware
- E. managing infrastructure that is not based on Cisco Collaboration
- F. costs of collaboration

Correct Answer: D

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