

700-105^{Q&As}

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

QUESTION 2

Which two business impacts do Cisco collaborative technologies bring to employee innovation? (Choose two.)

- A. eliminating complexity and controlling costs
- B. increasing time to market
- C. enabling disparate teams to work together to solve problems
- D. eliminating sales cycle time
- E. enhancing communications with strategic partners and suppliers

Correct Answer: AE

QUESTION 3

Which Cisco online resource provides partners with the most comprehensive set of Cisco BE6000 sales materials that are aligned to the sales cycle?

- A. Cisco Selling Collab Portal
- B. Cisco Business Edition 6000 Product home page
- C. Cisco Promotions and Incentive
- D. Cisco BE6000 Partner Sales Guide

Correct Answer: A



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QUESTION 4

How many devices are supported by the Cisco BE6000S model?

A. 2500

B. 1000

C. 300

D. 150

Correct Answer: A

QUESTION 5

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

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

Correct Answer: BD

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