



700-805^{Q&As}

Cisco Renewals Manager (CRM)

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QUESTION 1

How does Cisco define AT R?

- A. Contracts/subscriptions that are available to renew.
- B. ATR is the sum of RR and iARR, minus the attrition rate.
- C. Any customer agreement where attrition has been an issue.
- D. Contracts/subscriptions that have attrition terms revoked.

Correct Answer: A

QUESTION 2

What is the primary customer value of the Cisco Services Portfolio?

- A. Services priced based on usage
- B. Services packages tailored to specific customer needs
- C. Customers can develop their own service offerings
- D. On-call, 24/7 service technicians at all levels

Correct Answer: B

QUESTION 3

How does Cisco define Business Critical Services?

- A. subscription-based services covering the lifecycle of a technology
- B. Pay-as-you-go, services covering business-critical functions
- C. hardware replacement
- D. Pay-as-you-go, technology-based services

Correct Answer: A

QUESTION 4

What is the future state goal of licensing at Cisco?

- A. Smart License
- B. Standby License



C. Classic PAK

D. Right to use

Correct Answer: A

QUESTION 5

Which statement best summarizes the intended outcome of the Success Plan?

A. development of a customer-centric view for achieving value from their portfolio

B. provide scheduling for resolving customer quality issues

C. generate financial data that indicates a customer's propensity to renew

D. grow incremental annual recurring revenue

Correct Answer: C

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