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Business Edition 6000 for Account Managers

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**QUESTION 1**

Which value does the Cisco Business Edition 6000 bring to midmarket businesses?

A. adding video collaboration capabilities on top of the existing telephony system

B. co-location with the existing telephony system

C. advanced collaboration functionalities on a single server

D. enhanced collaboration functionalities by adding only a few additional servers

Correct Answer: A

Reference:

http://www.cisco.com/en/US/prod/collateral/voicesw/ps6788/vcallcon/ps11369/da ta_sheet_c78-638921.html

**QUESTION 2**

Which two statements are true when comparing Cisco and Microsoft unified communications solutions? (Choose two.)

A. Microsoft Lync is free. Licenses are included in other Microsoft bundles, so no incremental costs are required to deploy the full collaboration solution.

B. Only Cisco can offer an entirely end-to-end collaboration solution.

C. Both Cisco and Microsoft provide award-winning, 24-hour, around-the-globe technical support for a complete set of collaboration solutions.

D. Cisco Jabber ensures the same user experience on any device and any operating system.

Correct Answer: BD

**QUESTION 3**

Which four application layers comprise the Cisco Collaboration Architecture? (Choose four.)

A. Unified Access

B. Unified Communications

C. Unified Computing

D. Customer Collaboration

E. Collaboration Applications

F. Cisco TelePresence

Correct Answer: BDEF

## QUESTION 4

Which four are advantages of a Cisco end-to-end architectural approach? (Choose four.)

A. enhanced security

B. multiple protocols

C. any end-user device

D. multi-vendor

E. consistent experience

F. limited availability

G. unified policies

Correct Answer: ACEG

## QUESTION 5

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

A. Cisco Smart Business Architecture is a blueprint for delivering the three Cisco architectures in a modular approach.

B. Cisco Smart Business Architecture guides are available for enterprise-size deployments only.

C. Cisco Validated Designs are end-to-end designs that are well-tested and fully documented.

D. Cisco Validated Designs provide proven design solutions that include only Cisco products, thus ensuring single vendor solutions.

Correct Answer: AC

## QUESTION 6

In which two ways does Cisco Business Edition 6000 protect its investment for midsize businesses that will grow to become enterprise businesses with more than 1000 users in the future? (Choose two.)

A. Cisco Business Edition 6000 virtualization

B. simplified Cisco trade-in options for servers and endpoints

C. functionalities and endpoints that are supported in both Unified Communications solutions

D. Cisco Capital financing

Correct Answer: AC

**QUESTION 7**

In which three ways does Cisco accelerate the adoption of advanced collaboration tools? (Choose three.)

A. With scalable collaboration deployment options

B. By supporting business-to-business and business-to-customer collaboration capabilities

C. With enhanced core network infrastructure functionalities

D. By introducing Cisco data center unified computing functionalities to support collaboration requirements

E. By enabling Cisco end-to-end collaboration deployments

F. With cost-effective collaboration and business video solutions

Correct Answer: BEF

**QUESTION 8**

Which three Cisco Unified Communications and Collaboration applications are part of a basic Cisco Business Edition bundle? (Choose three.)

A. Cisco Unity Connection

B. Cisco Unified Provisioning

C. Manager Business Edition

D. Cisco Unified Attendant Console

E. Cisco Unified Communications Manager

F. Cisco Unified Contact Center Express

Correct Answer: ABE

**QUESTION 9**

Which Cisco Unified Communications and Collaboration deployment option best fits the on- premises midmarket businesses with 500 to 1000 users?

A. Cisco Hosted Collaboration Solutions

B. Cisco Business Edition 3000

C. Cisco WebEx Cloud

D. Cisco Business Edition 6000

Correct Answer: D

Reference:

http://www.cisco.com/cisco/web/solutions/small_business/products/voice_confere ncing/uc_manag er_business_edition/index.html

QUESTION 10

When selling a Cisco Business Edition 6000 solution to a customer that plans to upgrade from an old voice collaboration solution, which three of these are some of the key messages that you would need to present to the customer? (Choose three.)

A. Cisco Business Edition 6000 brings all collaboration functionalities on one single server.

B. Adding additional collaboration applications can simply be done by adding additional Cisco UCS C-Series servers into the network.

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

D. Cisco Business Edition 6000 simplifies collaboration management by introducing a dedicated II team that is focused on only the collaboration solution.

E. Cisco business Edition 6000 lowers collaboration solution costs and the costs of adding new users and functionalities.

Correct Answer: BCD

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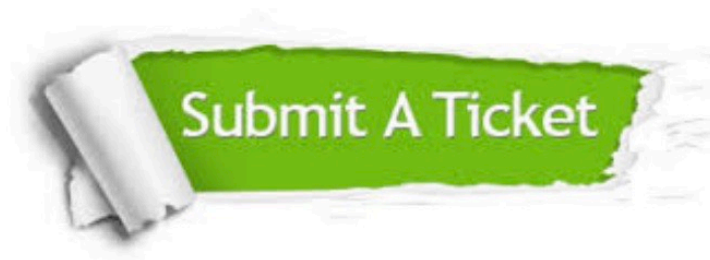Multi-Platform capabilities - Windows, Mac, Android, iPhone, iPod, iPad, Kindle

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