

700-105^{Q&As}

Cisco Midsize Collaboration Solutions for Account Managers

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QUESTION 1

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

QUESTION 2

Which three collaboration methods are addressed directly by Cisco Collaboration solutions? (Choose three.)

- A. dispersed workforce
- B. trust at a distance
- C. social media collaboration
- D. structured meetings
- E. team collaboration
- F. find and connect
- G. persistent chat

Correct Answer: ADF

QUESTION 3

What value does Cisco Business Edition 6000 bring to midmarket businesses?

- A. enhanced collaboration functionalities by adding only few additional servers
- B. affordable, advanced collaboration functionalities on a single server
- C. colocation with the existing telephony system
- D. adds video collaboration capabilities on top of the existing telephony system

Correct Answer: B

QUESTION 4

Which statement that compares Cisco and Microsoft collaboration solutions is true?

- A. Only Cisco offers an end-to-end collaboration solution that includes applications, endpoints, room systems, and infrastructure.
- B. Microsoft Lync is free. Licenses are included in other Microsoft bundles so no incremental costs are required to deploy the full collaboration solution.
- C. Only Cisco supports integration with third-party collaboration solutions.
- D. Microsoft offers a complete solution including endpoints, business video, and soft clients.

Correct Answer: A

QUESTION 5

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

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