



Free Questions for 700-105 by certsinside

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Question 1

Question Type: MultipleChoice

Which three Cisco Business Edition 6000 characteristics contribute to its business scalability? (Choose three.)

Options:

- A- business process optimization through better team collaboration
- B- high availability
- C- rapid return on investment
- D- increased agility and investment protection
- E- reduced carbon footprint
- F- server redundancy
- G- deployment flexibility with unified provisioning

Answer:

A, C, D

Question 2

Question Type: MultipleChoice

How many devices are supported by the Cisco BE6000S model?

Options:

A- 2500

B- 1000

C- 300

D- 150

Answer:

A

Question 3

Question Type: MultipleChoice

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

Options:

- 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

Answer:

A, D, F

Question 4

Question Type: MultipleChoice

Which three Cisco Collaboration applications are supported on the Cisco BE6000M and H platforms? (Choose three.)

Options:

- 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

Answer:

A, E, F

Question 5

Question Type: MultipleChoice

When selling a Cisco Business Edition 6000 solution to a customer that plans to upgrade from an old voice collaboration solution which three important messages must you present to the customer? (Choose three.)

Options:

- A-** Cisco Business Edition 6000 supports all major operating systems and devices.
- B-** Cisco Business Edition 6000 lowers the collaboration solution costs and the costs of adding new users and functionalities.
- C-** Cisco Business Edition 6000 simplifies collaboration management by introducing a dedicated IT team that is focused only on the collaboration solution.
- D-** Cisco Business Edition 6000 reduces the risk of outdated technology and reduces dependency on service providers.
- E-** Adding additional collaboration applications can be done simply by adding additional Cisco UCS C-Series servers to the network.
- F-** Cisco Business Edition 6000 brings all collaboration functionalities on one single server.

Answer:

B, D, F

Question 6

Question Type: MultipleChoice

Which three options are the most important business challenges experienced by midmarket customers'? (Choose three)

Options:

- A- lack of in-house IT skills
- B- available bandwidth for video
- C- being local but competing globally
- D- regulation and government policies
- E- need for innovation

Answer:

A, B, C

Question 7

Question Type: MultipleChoice

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

Options:

A- Cisco Selling Collab Portal

B- Cisco Business Edition 6000 Product home page

C- Cisco Promotions and Incentive

D- Cisco BE6000 Partner Sales Guide

Answer:

A

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