700-104^{Q&As}

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Business Edition 6000 for Account Managers

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QUESTION 1

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C. Cisco Business Edition 6000 reduces the risk of outdated technology and reduces dependency on service providers.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

QUESTION 2

Which Cisco Unified Communications application provides voice messaging capabilities with Cisco Business Edition 6000?

A. Cisco Unified Communications Manager

B. Cisco Unified Presence

C. Cisco Unified Contact Center Express

D. Cisco Unity Connection

E. Cisco Unified Attendant Console

Correct Answer: D

Reference:

http://www.cisco.com/en/US/prod/collateral/voicesw/ps6788/vcallcon/ps11369/da ta_sheet_c78-638921.html (see Cisco Unity connection)

QUESTION 3

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 4

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 5

Which client that is packaged with the Cisco Business Edition 6000 lets you access presence, IM, voice, video, voice messaging, desktop sharing, and conferencing services from any device?

A. Cisco AnyConnect client

B. Cisco Jabber client

C. Cisco WebEx Messenger client

D. Cisco Unified Personal Communicator client

Correct Answer: B

Reference: http://www.cisco.com/web/learning/le21/le39/docs/tdw163_prezo.pdf (slide 15)

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