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Cisco Midsize Collaboration Solutions for Account Managers

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QUESTION 1

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

A. Cisco Validated Designs provide proven design of solutions that include only Cisco products and thus ensure single-vendor solutions.

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

C. Smart Business Architecture guides are available for enterprise-sized deployments only.

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

Correct Answer: BD

QUESTION 2

Which three operational benefits are provided by Cisco Business Edition 6000? (Choose three.)

A. support for multiple management platforms

B. faster end-user adoption through collaboration process templates

C. faster updates through smaller software packages

D. reduced implementation risk through reference architectures and validated designs

E. better user experience based on end-to-end architectural approach

F. faster solution implementation due to preloaded and preconfigured collaboration applications

Correct Answer: BEF

QUESTION 3

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.)

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D. Cisco Business Edition 6000 reduces the risk of outdated technology and reduces dependency on service providers.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

Correct Answer: BDF

QUESTION 4

Why is it important to understand the customer strategy and aligned initiatives early in the sales process?

A. It enables you avoid derailing in IT conversations.

B. It enables you to be more business relevant with Cisco technical solutions.

C. It enables you to lock out the competition.

D. It enables you to charge more for Cisco solutions.

Correct Answer: D

QUESTION 5

Which option describes the endpoints that are supported on applications that are included under the Cisco Business Edition 6000 umbrella?

A. all Cisco voice and video endpoints except Cisco Telepresence room systems

B. all Cisco voice and video endpoints except Cisco Telepresence EX Series and Cisco Telepresence room systems

C. all Cisco voice and video endpoints except IEEE 802.11 Wi-Fi endpoints

D. all Cisco voice and video endpoints

Correct Answer: D

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