

700-105^{Q&As}

Cisco Midsize Collaboration Solutions for Account Managers

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QUESTION 1

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

- 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

Correct Answer: ABC

QUESTION 2

In which two ways does Cisco Business Edition 6000 deployment mitigate and reduce business risk? (Choose two.)

- A. Cisco proprietary communications protocols mitigate the risk of interoperability with other collaboration devices from other vendors.
- B. Cisco Collaboration architecture supports all major operating systems and devices, which minimizes the risk of a device not being supported
- C. Cisco Jabber uses a consistent user interface on all devices. Change of devices does not impact user acceptance.
- D. End-to-end, the Cisco Collaboration solution eliminates the risk that the applications and devices of other vendors will not be supported.

Correct Answer: BC

QUESTION 3

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 4

Which description of the Cisco Collaboration architecture is true\?

- A. a flexible network framework designed to enable integration with the collaboration requirements of the customer
- B. a flexible collaboration framework designed to support any customer and any user collaboration needs
- C. a collaboration framework designed to support the collaboration needs of a typical large enterprise
- D. a collaboration framework designed to integrate the existing customer collaboration functionalities with Cisco network infrastructure

Correct Answer: A

QUESTION 5

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

- 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

Correct Answer: ACD

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