700-105 Q&As

Cisco Midsize Collaboration Solutions for Account Managers

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QUESTION 1

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

A. Cisco Selling Collab Portal

B. Cisco Business Edition 6000 Product home page

C. Cisco Promotions and Incentive

D. Cisco BE6000 Partner Sales Guide

Correct Answer: A

QUESTION 2

Which licensing option gives the customer the highest value and best option to grow?

A. Cisco UWL Enterprise

B. Cisco UWL Standard

C. Cisco UCL Professional

D. Cisco UWL Professional

Correct Answer: D

QUESTION 3

Which information is provided by the Cisco Partner Proposal Library?

A. proposal templates

B. technical descriptions

C. Cisco pricelist

D. FAQs for Cisco Business Edition 6000

Correct Answer: A

QUESTION 4

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 5

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

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