Cisco

700-105
Cisco Midsize Collaboration Solutions for Account Managers

Questions & Answers PDF

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Question: 1

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

Answer: B, C

Question: 2

How does Cisco Collaboration address the need for different endpoints?

A. by introducing Cisco data center unified computing functionalities to support collaboration requirements.
B. by offering various different phones
C. with a consistent user experience regardless of the type or location of the endpoint
D. by focusing on software clients only O E) by enabling WebEx to support video

Answer: C

Question: 3

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

Answer: A

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