



700-104^{Q&As}

Business Edition 6000 for Account Managers

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**QUESTION 1**

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 2

Which four application layers comprise the Cisco Collaboration Architecture? (Choose four.)

- A. Unified Access
- B. Unified Communications
- C. Unified Computing
- D. Customer Collaboration
- E. Collaboration Applications
- F. Cisco TelePresence

Correct Answer: BDEF

QUESTION 3

Which statement best describes the Cisco collaboration architecture?

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

Correct Answer: A

QUESTION 4



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- C. Cisco Business Edition 6000 reduces the risk of outdated technology and reduces dependency on service providers.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 IT 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 5

Which three of these are market trends that drive the need for an improved, more efficient collaboration experience? (Choose three.)

- A. automated order processing
- B. conducting business globally across several or all time zones
- C. effective HRM system
- D. work anywhere, anytime, any device
- E. inventory management
- F. cloud services and social media

Correct Answer: BDF

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