# 700-104<sup>Q&As</sup>

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Business Edition 6000 for Account Managers

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**QUESTION 1**

Which three of these are operational benefits of Cisco Business Edition 6000 virtualization? (Choose three.)

A. time savings through easy platform management

B. reduced risk through the Cisco open architectural approach

C. multiple management platform support

D. reduced costs through integrated management and scalable platform

E. reduced costs through support for traditional TDM-based voice systems

F. reduced risk through each application running on a separate physical server

Correct Answer: ABD

**QUESTION 2**

Which four are advantages of a Cisco end-to-end architectural approach? (Choose four.)

A. enhanced security

B. multiple protocols

C. any end-user device

D. multi-vendor

E. consistent experience

F. limited availability

G. unified policies

Correct Answer: ACEG

**QUESTION 3**

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

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

B. Cisco Smart Business Architecture guides are available for enterprise-size deployments only.

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

D. Cisco Validated Designs provide proven design solutions that include only Cisco products, thus ensuring single vendor solutions.

Correct Answer: AC

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**QUESTION 4**

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

A. The end-to-end Cisco collaboration solution eliminates the risk of other vendor applications and devices not being supported.

B. Cisco Jabber uses a consistent user interface on all devices. Changing devices does not impact user acceptance.

C. Cisco Collaboration Architecture supports all major operating systems and devices, minimizing the risk of a device not being supported.

D. Cisco proprietary communications protocols mitigate the risk of interoperability with other vendor collaboration devices.

Correct Answer: BC

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**QUESTION 5**

Among the many benefits and differentiators of Cisco Business Edition 6000 is its business scalability. Which three Cisco Business Edition 6000 characteristics contribute to its business scalability? (Choose three.)

A. deployment flexibility with unified provisioning

B. server redundancy and Unified SRST

C. reduced carbon footprint

D. increased agility and investment protect

E. rapid return on investment

F. high availability

G. solution growing with company growth

Correct Answer: ABD

Reference: http://www.cisco.com/web/learning/le21/le39/docs/tdw163_prezo.pdf (slide 11)

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