

700-105^{Q&As}

Cisco Midsize Collaboration Solutions for Account Managers

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QUESTION 1

Which way for customers to engage is preferred?

- A. contact center
- B. web
- C. email
- D. anywhere, anytime, any device using multiple communication channels
- E. Cisco Telepresence

Correct Answer: D

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

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 4

Which statement that compares Cisco and Microsoft collaboration solutions is true?

- A. Only Cisco offers an end-to-end collaboration solution that includes applications, endpoints, room systems, and infrastructure.
- B. Microsoft Lync is free. Licenses are included in other Microsoft bundles so no incremental costs are required to deploy the full collaboration solution.
- C. Only Cisco supports integration with third-party collaboration solutions.
- D. Microsoft offers a complete solution including endpoints, business video, and soft clients.

Correct Answer: A

QUESTION 5

Which four options are the main areas of Cisco Collaboration? (Choose four)

- A. virtual support
- B. flexibility
- C. conferencing
- D. customer collaboration
- E. unified communications
- F. social software
- G. collaboration endpoints
- H. voicemail

Correct Answer: BCEG

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