



840-425^{Q&As}

Executing Cisco Advanced Business Value Analysis and Design Techniques

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QUESTION 1

Which two options are benefits of implementing IT as a Service? (Choose two.)

- A. Shift from CAPEX to OPEX.
- B. Shift from OPEX to CAPEX.
- C. Does not require technical support.
- D. Increases device dependency.
- E. Provides predictable expenses.

Correct Answer: AE

QUESTION 2

Which three options are potential customer benefits of agreeing regular, formal, follow up meetings post implementation? (Choose three.)

- A. Improved alignment of project to KPIs
- B. Higher quality security management
- C. Increased ability to mitigate risk
- D. Enhanced end user support services
- E. Improved responsiveness to changes in required business outcomes
- F. Focus on solutions

Correct Answer: ACE

QUESTION 3

Which three benefits will partners see when creating a roadmap that aligns IT initiatives to the customer's business? (Choose three.)

- A. Clear view of investments.
- B. Revenue growth.
- C. Technology adoption.
- D. Competitive advantage.
- E. Increased profitability.



Correct Answer: BCE

QUESTION 4

What relationship helps achieve a bigger impact to obtain business value?

- A. CEO/CFO
- B. CEO /CIO
- C. CIO/CFO
- D. CIO/CMO

Correct Answer: C

QUESTION 5

Which statement describes a benefit of using scenarios for business transformation?

- A. They allow you to prototype the user interface without full development of all screens.
- B. They give the customer a way to relate needs and potential benefits through example situations.
- C. They increase your influence with the customer, because scenarios selectively show your industry insight.
- D. They show the customer what is possible with the latest version of your technology solutions.

Correct Answer: B

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