



700-104^{Q&As}

Business Edition 6000 for Account Managers

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QUESTION 1

Which two business impacts do Cisco collaborative technologies bring into employee innovation? (Choose two.)

- A. scale workforce expertise with the organization
- B. reduce sales cycle time
- C. accelerate time to market
- D. unify the supply chain and partnerships
- E. reduce complexity and control costs

Correct Answer: AE

QUESTION 2

Which two statements are true when comparing Cisco and Microsoft unified communications solutions? (Choose two.)

- A. Microsoft Lync is free. Licenses are included in other Microsoft bundles, so no incremental costs are required to deploy the full collaboration solution.
- B. Only Cisco can offer an entirely end-to-end collaboration solution.
- C. Both Cisco and Microsoft provide award-winning, 24-hour, around-the-globe technical support for a complete set of collaboration solutions.
- D. Cisco Jabber ensures the same user experience on any device and any operating system.

Correct Answer: BD

QUESTION 3

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 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- C. Cisco Business Edition 6000 reduces the risk of outdated technology and reduces dependency on service providers.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 Cisco Unified Communications application is designed to provide enhanced customer care capabilities with Cisco Business Edition 6000?

- A. Cisco Unified Communications Manager
- B. Cisco Unified Presence
- C. Cisco Unified Contact Center Express
- D. Cisco Unity Connection
- E. Cisco Unified Attendant Console

Correct Answer: E

Reference:

http://www.cisco.com/en/US/prod/collateral/voicesw/ps6788/vcallcon/ps11369/data_sheet_c78-638921.html

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