



700-104^{Q&As}

Business Edition 6000 for Account Managers

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QUESTION 1

Which three are Cisco differentiators when comparing with competitors in collaboration technology? (Choose three.)

- A. Cisco is a dominant leader in the collaboration industry, the only one with architectural vision.
- B. Only Cisco can provide a complete product and services portfolio for collaboration solutions.
- C. Unlike other competitors in unified communications, Cisco also delivers its own networking and data center solutions.
- D. Cisco works closely with an industry-leading network of partners and resellers and does not compete with them.
- E. Only Cisco can deliver integrated telepresence solutions.

Correct Answer: ACD

QUESTION 2

Which Cisco online tool is designed to help Cisco partners quickly generate a bill of materials and estimate pricing for Cisco solutions, addressing the needs of small to midsize customers?

- A. Cisco Dynamic Configuration Tool
- B. Cisco Unified Communications Sizing Tool
- C. Cisco Order Status Tool
- D. Cisco Quick Pricing Tool

Correct Answer: D

Reference: http://uk.comstor.com/content/selling_tools/cisco-partner-enablement-tools/cisco-smb-tools

QUESTION 3

Which application adds advanced video conferencing capabilities to Cisco Business Edition 6000?

- A. Cisco Unified Communications Manager
- B. Cisco Unified Communications Manager IM and Presence
- C. Cisco VCS
- D. Cisco Unity Connection

Correct Answer: C

QUESTION 4



Which endpoints and clients are supported on applications that are included under the Cisco Business Edition 6000 umbrella?

- A. all Cisco voice and video endpoints except Cisco TelePresence room systems
- B. all Cisco voice and video endpoints except Cisco TelePresence EX Series and Cisco TelePresence EX Series and Cisco Telepresence room systems
- C. all Cisco voice and video endpoints except 802.11 Wi-Fi endpoints
- D. all Cisco voice and video endpoints

Correct Answer: C

QUESTION 5

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

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