



# 700-105<sup>Q&As</sup>

Cisco Midsize Collaboration Solutions for Account Managers

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### QUESTION 1

Which Cisco online resource provides partners with the most comprehensive set of Cisco BE6000 sales materials that are aligned to the sales cycle?

- A. Cisco Selling Collab Portal
- B. Cisco Business Edition 6000 Product home page
- C. Cisco Promotions and Incentive
- D. Cisco BE6000 Partner Sales Guide

Correct Answer: A

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### QUESTION 2

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

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### QUESTION 3

Which statement describes the key function provided by Cisco Spark?

- A. Cisco Spark makes it easier to find experts in your organization.
- B. Cisco Spark simplifies teamwork by sharing messages and files, and it lets you meet with different teams, all in one place.
- C. Cisco Spark is available on-premises and in the cloud.
- D. Cisco Spark can be integrated with Microsoft Lync.

Correct Answer: B

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### QUESTION 4

Which three operational benefits are provided by Cisco Business Edition 6000? (Choose three.)



- A. support for multiple management platforms
- B. faster end-user adoption through collaboration process templates
- C. faster updates through smaller software packages
- D. reduced implementation risk through reference architectures and validated designs
- E. better user experience based on end-to-end architectural approach
- F. faster solution implementation due to preloaded and preconfigured collaboration applications

Correct Answer: BEF

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#### QUESTION 5

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

- A. Cisco Validated Designs provide proven design of solutions that include only Cisco products and thus ensure single-vendor solutions.
- B. Cisco Validated Designs are end-to-end designs that are well-tested and fully documented.
- C. Smart Business Architecture guides are available for enterprise-sized deployments only.
- D. Smart Business Architecture is a blueprint for delivering the three Cisco architectures in a modular approach.

Correct Answer: BD

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