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Cisco Renewals Manager (CRM)

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QUESTION 1

What is the future state goal of licensing at Cisco?

A. Smart License

B. Standby License

C. Classic PAK

D. Right to use

Correct Answer: A

QUESTION 2

Which service offering helps define the customer\\'s IT vision and strategy?

A. Support

B. Advisory

C. Optimization

D. Training

Correct Answer: B

QUESTION 3

Which three financial metrics are critical in renewing subscriptions? (Choose three.)

A. net new sales

B. annual re curing revenue

C. close rate

D. training costs

E. renewal rate

Correct Answer: BDE

QUESTION 4

Which product addresses network segment a in issues and is comprised of Viptela and Meraki products?

A. Tetration

B. SD-WAN

C. Security applications

D. Cloud services

Correct Answer: D

QUESTION 5

What does TPV mean?

A. Total Product Value

B. Total Partner View

C. Telepresence Value

D. Total Partner Value

Correct Answer: B