



# 700-104<sup>Q&As</sup>

Business Edition 6000 for Account Managers

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### QUESTION 1

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

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### QUESTION 2

Which three of these are market trends that drive the need for an improved, more efficient collaboration experience? (Choose three.)

- A. automated order processing
- B. conducting business globally across several or all time zones
- C. effective HRM system
- D. work anywhere, anytime, any device
- E. inventory management
- F. cloud services and social media

Correct Answer: BDF

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### QUESTION 3

Which three collaboration mechanisms increase customer satisfaction? (Choose three.)

- A. attractive TV advertisements
- B. variety of customer communication channels
- C. flexible, enhanced customer service processes
- D. effective mail and email communication
- E. frequent phone communication
- F. ability to access customer data from any device, anywhere



Correct Answer: BCD

Reference: <http://www.cisco.com/en/US/netsol/ns1007/architecture.html>

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#### QUESTION 4

Among the many benefits and differentiators of Cisco Business Edition 6000 is its business scalability. Which three Cisco Business Edition 6000 characteristics contribute to its business scalability? (Choose three.)

- A. deployment flexibility with unified provisioning
- B. server redundancy and Unified SRST
- C. reduced carbon footprint
- D. increased agility and investment protect
- E. rapid return on investment
- F. high availability
- G. solution growing with company growth

Correct Answer: ABD

Reference: [http://www.cisco.com/web/learning/le21/le39/docs/tdw163\\_prezo.pdf](http://www.cisco.com/web/learning/le21/le39/docs/tdw163_prezo.pdf) (slide 11)

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#### QUESTION 5

Which three of these are operational benefits of Cisco Business Edition 6000 virtualization? (Choose three.)

- A. time savings through easy platform management
- B. reduced risk through the Cisco open architectural approach
- C. multiple management platform support
- D. reduced costs through integrated management and scalable platform
- E. reduced costs through support for traditional TDM-based voice systems
- F. reduced risk through each application running on a separate physical server

Correct Answer: ABD

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