



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

Business Edition 6000 for Account Managers

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### QUESTION 1

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

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### QUESTION 2

Cisco Business Edition 6000 efficiently supports BYOD deployments. Which three top-of-mind business imperatives are related to BYOD? (Choose three.)

- A. work anywhere
- B. content and device explosion
- C. device flexibility
- D. cloud services
- E. complex deployments
- F. trust at a distance
- G. dispersed workforce

Correct Answer: ADG

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### QUESTION 3

Which Cisco Unified Communications and Collaboration deployment option best fits the on- premises midmarket businesses with 500 to 1000 users?

- A. Cisco Hosted Collaboration Solutions
- B. Cisco Business Edition 3000
- C. Cisco WebEx Cloud
- D. Cisco Business Edition 6000

Correct Answer: D

Reference:



[http://www.cisco.com/cisco/web/solutions/small\\_business/products/voice\\_confere\\_ncing/uc\\_manag\\_er\\_business\\_edition/index.html](http://www.cisco.com/cisco/web/solutions/small_business/products/voice_confere_ncing/uc_manag_er_business_edition/index.html)

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#### 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- C. Cisco Business Edition 6000 reduces the risk of outdated technology and reduces dependency on service providers.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

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#### QUESTION 5

In which three ways does Cisco accelerate the adoption of advanced collaboration tools? (Choose three.)

- A. With scalable collaboration deployment options
- B. By supporting business-to-business and business-to-customer collaboration capabilities
- C. With enhanced core network infrastructure functionalities
- D. By introducing Cisco data center unified computing functionalities to support collaboration requirements
- E. By enabling Cisco end-to-end collaboration deployments
- F. With cost-effective collaboration and business video solutions

Correct Answer: BEF

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