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**Vendor:**Cisco

**Exam Code:**700-104

**Exam Name:**Business Edition 6000 for Account  
Managers

**Version:**Demo

### QUESTION 1

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\\_conferencing/uc\\_manager\\_business\\_edition/index.html](http://www.cisco.com/cisco/web/solutions/small_business/products/voice_conferencing/uc_manager_business_edition/index.html)

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### QUESTION 2

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- C. Cisco Business Edition 6000 reduces the risk of outdated technology and reduces dependency on service providers.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 3

Which four are advantages of a Cisco end-to-end architectural approach? (Choose four.)

- A. enhanced security
- B. multiple protocols
- C. any end-user device

- D. multi-vendor
- E. consistent experience
- F. limited availability
- G. unified policies

Correct Answer: ACEG

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#### QUESTION 4

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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#### QUESTION 5

Which client that is packaged with the Cisco Business Edition 6000 lets you access presence, IM, voice, video, voice messaging, desktop sharing, and conferencing services from any device?

- A. Cisco AnyConnect client
- B. Cisco Jabber client
- C. Cisco WebEx Messenger client
- D. Cisco Unified Personal Communicator client

Correct Answer: B

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 15)

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#### QUESTION 6

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 7**

Which four are Cisco competitors in the area of unified communications and collaboration? (Choose four.)

- A. HP
- B. Microsoft
- C. Brocade
- D. Alcatel-Lucent
- E. Juniper
- F. Siemens
- G. Avaya

Correct Answer: BDFG

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#### **QUESTION 8**

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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#### **QUESTION 9**

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 10**

Which three Cisco Unified Communications and Collaboration applications are part of a basic Cisco Business Edition bundle? (Choose three.)

- A. Cisco Unity Connection
- B. Cisco Unified Provisioning
- C. Manager Business Edition
- D. Cisco Unified Attendant Console
- E. Cisco Unified Communications Manager
- F. Cisco Unified Contact Center Express

Correct Answer: ABE

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#### **QUESTION 11**

Which three of these are major management pain points in relation to collaboration? (Choose three.)

- A. Manage customers, partners, and employees with different cultural backgrounds
- B. Manage IT networks to follow rapidly changing technology
- C. Respond to rapidly changing market trends
- D. Manage working with virtual teams and different time zones
- E. Manage keeping organizational structure unchanged while adapting to new market trends

Correct Answer: BCD

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**QUESTION 12**

Which value does the Cisco Business Edition 6000 bring to midmarket businesses?

- A. adding video collaboration capabilities on top of the existing telephony system
- B. co-location with the existing telephony system
- C. advanced collaboration functionalities on a single server
- D. enhanced collaboration functionalities by adding only a few additional servers

Correct Answer: A

Reference:

[http://www.cisco.com/en/US/prod/collateral/voicesw/ps6788/vcallcon/ps11369/data\\_sheet\\_c78-638921.html](http://www.cisco.com/en/US/prod/collateral/voicesw/ps6788/vcallcon/ps11369/data_sheet_c78-638921.html)

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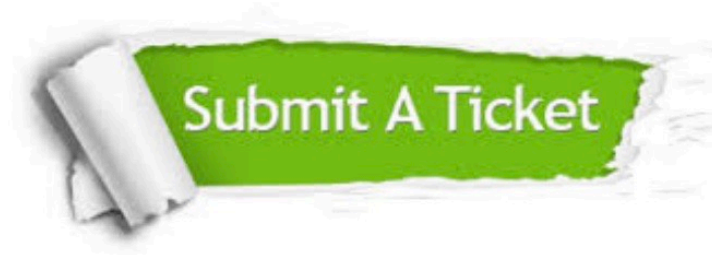
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