Vendor: Cisco

Exam Code:700-105

Exam Name: Cisco Midsize Collaboration Solutions for Account Managers

Version: Demo

QUESTION 1

Which three options are the most important business challenges experienced by midmarket customers\\'? (Choose three)

A. lack of in-house IT skills

B. available bandwidth for video

C. being local but competing globally

D. regulation and government policies

E. need for innovation

Correct Answer: ABC

QUESTION 2

Which definition is the best description of collaboration?

A. software and tools that enable teamwork

B. working together remotely

C. video and chat applications running via the Internet

D. people working together to reach a common goal

Correct Answer: A

QUESTION 3

Which solution is the best fit for a midsize organization that requires an on-premises deployment for 250 users including 25 contact center agents, featuring voice and video calling, voicemail.paging: instant messaging, and presence?

A. Cisco BE6000H

B. Cisco BE6000S

C. Cisco Spark

D. Cisco WebEx Meeting Center

Correct Answer: A

QUESTION 4

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

QUESTION 5

Which statement allows you to position the topic of collaboration meeting rooms with the customer?

A. Cisco Collaboration Meeting Rooms is a validated design that defines the layout design, and technical requirements of Cisco Telepresence Video rooms.

B. Cisco Collaboration Meeting Rooms is a video conferencing service. It couples WebEx Personal Rooms and the cloud-based WebEx Video Bridge into one, always-available meeting experience.

C. Cisco Collaboration Meeting Rooms represent the video capabilities of Cisco Business Edition 6000 that enable video from any device.

D. Cisco Collaboration Meeting Rooms is an on-premises service offering video to the enterprise across mobile, desktop, and room-based systems.

Correct Answer: B

QUESTION 6

Which three options are important functionalities of Cisco WebEx? (Choose three.)

A. support for third-party platforms

B. mobile, Windows, Mac, and TV clients

C. storage space for documents

D. high-definition audio and video

E. document, application, and screen sharing

F. on-premises, cloud, and hybrid deployment

Correct Answer: AEF

QUESTION 7

Which information is provided by the Cisco Partner Proposal Library?

A. proposal templates

B. technical descriptions

C. Cisco pricelist

D. FAQs for Cisco Business Edition 6000

Correct Answer: A

QUESTION 8

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

QUESTION 9

Which four options are the main areas of Cisco Collaboration? (Choose four)

A. virtual support

B. flexibility

C. conferencing

D. customer collaboration

E. unified communications

F. social software

G. collaboration endpoints

H. voicemail

Correct Answer: BCEG

QUESTION 10

Why is it important to understand the customer strategy and aligned initiatives early in the sales process?

A. It enables you avoid derailing in IT conversations.

B. It enables you to be more business relevant with Cisco technical solutions.

C. It enables you to lock out the competition.

D. It enables you to charge more for Cisco solutions.

Correct Answer: D

QUESTION 11

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

A. Juniper

B. Avaya

C. Siemens - Unify

D. ZTE

E. Mitel

F. Brocade

G. Microsoft

H. HP

Correct Answer: BCGH

QUESTION 12

Which three Cisco Collaboration applications are supported on the Cisco BE6000M and H platforms? (Choose three.)

A. Cisco Unified Communications Manager Express

B. Cisco Expressway

C. Cisco Unity Connection

D. Cisco Data Virtualization and Data Federation

E. Cisco Unified Communications Manager

F. Cisco Unified Contact Center Enterprise

Correct Answer: AEF