

Cisco

Exam 700-104

Business Edition 6000 for Account Managers (BE6KAM)

Verson: Demo

[Total Questions: 10]

Question No : 1

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

Answer: A,C,D

Explanation:

Business Edition 6000 for Account Managers (BE6KAM) PEC Training

Question No : 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- C. Cisco Business Edition 6000 reduces the risk of outdated technology and reduces dependency on service providers.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.

Answer: A,C,E

Question No : 3

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

Answer: A,C

Question No : 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

Answer: A,B,D

Explanation:

Business Edition 6000 for Account Managers (BE6KAM) PEC Training CBE6000
Operational Benefits

Question No : 5

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

Answer: D,E,G

Explanation:

Business Edition 6000 for Account Managers (BE6KAM) PEC Training CBE6000
Virtualization.

Question No : 6

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

Answer: B,D,F

Question No : 7

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

Answer: A,C,E,G

Explanation:

Business Edition 6000 for Account Managers (BE6KAM) PEC Training Who Delivers Better Business Agility.

Question No : 8

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

Answer: D

Explanation:

Business Edition 6000 for Account Managers (BE6KAM) PEC Training Supporting How You Want to Work and Interact Cisco IP Endpoint and Client Portfolio.

Question No : 9

Which Cisco online tool is designed to help Cisco partners quickly generate a bill of materials and estimate pricing for Cisco solutions, addressing the needs of small to midsize customers?

- A. Cisco Dynamic Configuration Tool
- B. Cisco Unified Communications Sizing Tool
- C. Cisco Order Status Tool
- D. Cisco Quick Pricing Tool

Answer: D

Reference:http://uk.comstor.com/content/selling_tools/cisco-partner-enablement-tools/cisco-smb-tools

Question No : 10

Which two business impacts do Cisco collaborative technologies bring into employee innovation? (Choose two.)

- A. scale workforce expertise with the organization
- B. reduce sales cycle time
- C. accelerate time to market
- D. unify the supply chain and partnerships
- E. reduce complexity and control costs

Answer: A,D

Explanation:

Business Edition 6000 for Account Managers (BE6KAM) PEC Training Business Value of Collaboration.