Vendor: Cisco

Exam Code: 700-104

Exam Name: Business Edition 6000 for Account Managers (BE6KAM)

Version: DEMO

QUESTION 1
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: AD

QUESTION 2
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: ACEG

QUESTION 3
Which three midmarket business situations bring the best opportunities for Cisco business Edition
6000 implementation? (Choose three.)

A. businesses with an existing IP-based PBX deployment
B. businesses with an aged TDM phone system implementation
C. businesses that recently merged with or were acquired by a large enterprise
D. businesses with an existing phone system maintenance contract expiring
E. businesses that are moving their headquarters office
F. businesses that are changing their primary type of business

Answer: CDE

QUESTION 4
Which four application layers comprise the Cisco Collaboration Architecture? (Choose four.)

A. Unified Access
B. Unified Communications
C. Unified Computing
D. Customer Collaboration
E. Collaboration Applications
F. Cisco TelePresence

Answer: BDEF

QUESTION 5
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.
   Adding additional collaboration applications can simply be done by adding additional Cisco UCS C-Series
   servers into the network.
B. Cisco Business Edition 6000 reduces the risk of outdated technology and reduces dependency on service
   providers.
C. Cisco Business Edition 6000 simplifies collaboration management by introducing a dedicated II team that is
   focused on only the collaboration solution.
D. Cisco business Edition 6000 lowers collaboration solution costs and the costs of adding new users and
   functionalities.

Answer: ABD

QUESTION 6
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

Answer: ABE

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