



**Vendor:** Cisco

**Exam Code:** 700-001

**Exam Name:** Cisco Video Solution Sales Representative

**Version:** DEMO

#### QUESTION 1

Which approach will resonate with your customer regarding using video for travel reduction?

- A. Video can be used while you travel.
- B. Video eliminates 100 percent of travel costs.
- C. Targeting internal travel can help customers focus on reducing up to 20 percent of current travel costs.
- D. Video reduces travel.

**Answer: C**

#### QUESTION 2

Which option describes the Cisco DX80?

- A. Codes and integrator system for integrating audio/visual and large rooms
- B. Desktop system for use at the office and home office
- C. Soft client that can be loaded on a computer or laptop, smartphone, or tablet
- D. IP video phone for use at the office and home office
- E. Collaboration room system for conference rooms and offices

**Answer: B**

#### QUESTION 3

Which statement describes a difference between the TX9000 and the TX9200?

- A. The TX9000 supports SIP and the TX9200 supports H.323.
- B. The TX9000 has a single row of seating and the TX9200 has two rows of seating
- C. The TX9000 has a single screen and the TX9200 has three screens.
- D. The TX9000 supports H 264 and the TX9200 supports H 265.

**Answer: B**

#### QUESTION 4

Which function does Cisco Jabber Guest offer to users?

- A. Communication with external guests through a Microsoft tablet.
- B. Communication with external guests through a web browser.
- C. Connection to external guests through Microsoft Lync.
- D. Firewall traversal.

**Answer: B**

#### QUESTION 5

Which option contributes to the market leadership that Cisco enjoys?

- A. Android technology
- B. broad end-to-end communications solutions portfolio.
- C. Internet of Things

D. partnerships with competitor

**Answer: B**

**QUESTION 6**

What is the size of the video market in 20 14?

- A. \$ 500 million
- B. \$ 3.2 billion
- C. \$ 2 trillion
- D. \$ 20 trillion

**Answer: B**

**QUESTION 7**

Which product sits outside the firewall?

- A. Cisco Expressway Core.
- B. Cisco VCS Control.
- C. Cisco Unified Communications Manager.
- D. Cisco Expressway edge.

**Answer: D**

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