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Business Edition 6000 for Sales Engineers

Cisco 700-101

Version Demo

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QUESTION NO: 1

How many users and endpoints are supported with Cisco Unified Communications Manager on Cisco Business Edition 6000?

A. 1200 users and 1000 endpoints

B. 1000 users and 800 endpoints

C. 1000 users and 1200 endpoints

D. 100 users and 100 endpoints

ANSWER: C

Explanation:

Reference: http://www.cisco.com/en/US/prod/collateral/voicesw/ps6788/vcallcon/ps11369/data_sheet_c78-638921.html (see table 1) Business Edition 6000 for System Engineers (BE6KSE) PEC Training Sizing Limitations and Considerations

QUESTION NO: 2

Which two Cisco Unified Workspace Licensing editions are available with Cisco Business Edition 6000? (Choose two.)

A. Cisco Unified Workspace Licensing Essential

B. Cisco Unified Workspace Licensing Basic

C. Cisco Unified Workspace Licensing Business Edition

D. Cisco Unified Workspace Licensing Professional Edition

E. Cisco Unified Workspace Licensing Enhanced

ANSWER: C D

Explanation:

Reference:
http://www.cisco.com/en/US/prod/collateral/voicesw/ps6882/ps9156/product_solution_overview0900aecd806cc7a4.html (see cisco unified workspace licensing)

QUESTION NO: 3

In the Cisco Business Edition 6000 sales cycle, mapping the solution and its business benefits to the business initiatives is of essential importance. Where in the sales cycle does this mapping typically occur?

A. When gathering information about the buying center and customer vision and strategy

B. When proposing the Cisco Business Edition 6000 solution

C. When identifying the potential customer risks

D. When preparing the proposed Cisco Business Edition 6000 solution

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ANSWER: B

QUESTION NO: 4

Which server virtualization technology is used with Cisco Business Edition 6000 to support multiple applications running on the same physical server?

A. Microsoft

B. Citrix

C. VMware

D. Cisco

ANSWER: C

Explanation:

Business Edition 6000 for Account Managers (BE6KAM) PEC Training

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QUESTION NO: 5

Which Cisco Unified Communications application provides voice messaging capabilities with Cisco Business Edition 6000?

A. Cisco Unified Contact Center Express

B. Cisco Unified Communications Manager

C. Cisco Unified Presence

D. Cisco Unity Connection

E. Cisco Unified Attendant Console

ANSWER: D

Explanation:

Reference: http://www.cisco.com/en/US/prod/collateral/voicesw/ps6788/vcallcon/ps11369/data_sheet_c78-638921.html (see Cisco Unity connection)

QUESTION NO: 6

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: 7

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: 8

All migrations to Cisco Business Edition 6000 require purchase of the migration starter bundle. Which three components are included in the migration starter bundle? (Choose three.)

A. Automatically continued existing service and software subscriptions

B. Cisco UCS C200 M2 server

C. VMware. Citrix, or Microsoft hypervisor software and license

D. Cisco Business Edition 6000 version 9.0 software suite

E. Cisco UCS C220 M3 server

F. Cisco Unified Communications Virtualization Hypervisor software and license

ANSWER: D E F

QUESTION NO: 9

Which three of these are business benefits of Cisco Business Edition 6000 virtualization? (Choose three.)

A. faster return on investment through server consolidation

B. applications deployed across multiple physical servers

C. fixed solution aligned with fixed business strategy

D. easy installation and upgrade

E. single physical server deployment

F. support for third-party management platforms

ANSWER: A D E

QUESTION NO: 10

Which three add-on application value bundles are available to customers placing new orders for Cisco Business Edition 6000? (Choose three.)

A. Cisco Contact Center Enhanced bundle

B. Cisco Emergency Responder bundle

C. Cisco Unified Communications Manager IM and Presence bundle

D. Cisco WebEx Meetings bundle

E. Cisco Telepresence Video Communication Server bundle IE

F. Cisco Prime Infrastructure bundle

ANSWER: A D E

Explanation:

http://www.businessedition6000.com/ordering-guideCisco-Business-Edition-6000.pdf (page 10, first 3 bullets)