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## Q&A

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**Exam** : **700-105**

**Title** : Cisco Midsize Collaboration  
Solutions for Account  
Managers (MCAM)

**Version** : DEMO

1.Which two operational benefits are provided by Cisco Business Edition 6000 virtualization? (Choose two.)

- A. reduced risk because each application runs on a separate physical server
- B. reduced costs through integrated management and a scalable platform
- C. time savings through easy platform management
- D. support for multiple management platforms
- E. reduced costs through support for traditional TDM-based voice systems

**Answer:** B, C

2.How does Cisco Collaboration address the need for different endpoints?

- A. by introducing Cisco data center unified computing functionalities to support collaboration requirements.
- B. by offering various different phones
- C. with a consistent user experience regardless of the type or location of the endpoint
- D. by focusing on software clients only
- E) by enabling WebEx to support video

**Answer:** C

3.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

**Answer:** A

4.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

**Answer:** A, B, C

5.When selling a Cisco Business Edition 6000 solution to a customer that plans to upgrade from an old voice collaboration solution which three important messages must you present to the customer? (Choose three.)

- A. Cisco Business Edition 6000 supports all major operating systems and devices.
- B. Cisco Business Edition 6000 lowers the collaboration solution costs and the costs of adding new users and functionalities.
- C. Cisco Business Edition 6000 simplifies collaboration management by introducing a dedicated IT team that is focused only on the collaboration solution.
- D. Cisco Business Edition 6000 reduces the risk of outdated technology and reduces dependency on service providers.

E. Adding additional collaboration applications can be done simply by adding additional Cisco UCS C-Series servers to the network.

F. Cisco Business Edition 6000 brings all collaboration functionalities on one single server.

**Answer:** B, D, C