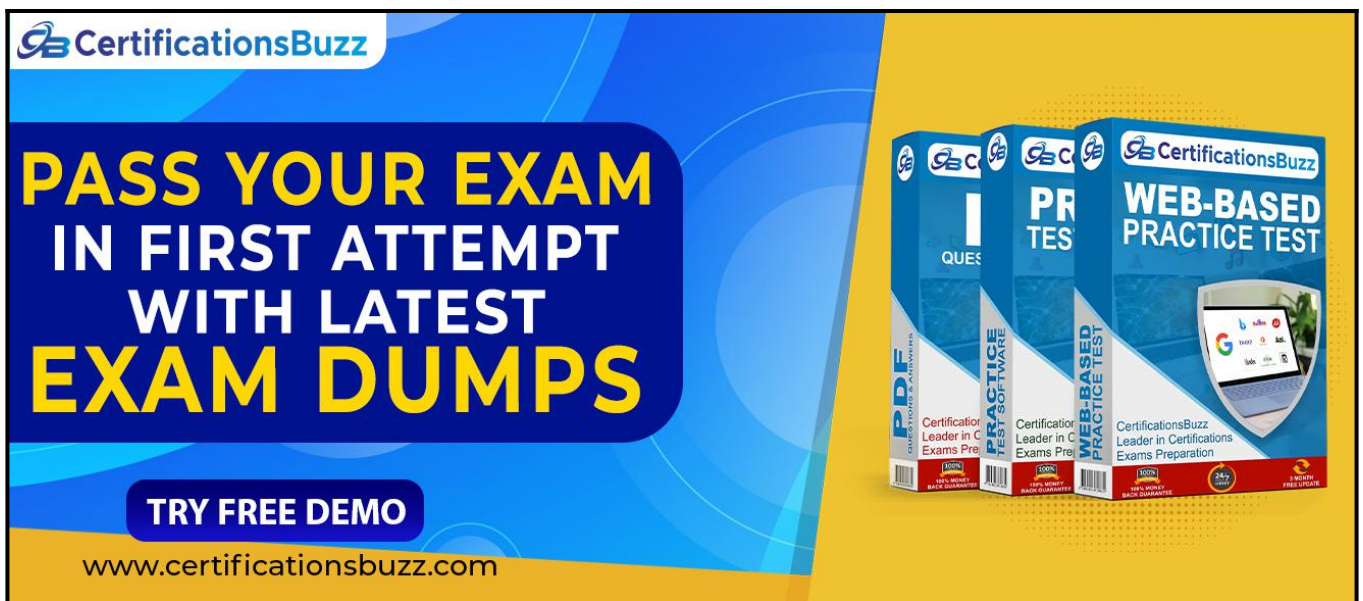


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Question No. 1

Which option is a key challenge for customers and their IT teams caused by the evolution of communication tools?

- A. skills of the IT teams
- B. keeping the organizational structure unchanged while adapting to new collaboration solutions
- C. fragmentation and complexity of collaboration tools
- D. time for implementation of collaboration hardware
- E. managing infrastructure that is not based on Cisco Collaboration
- F. costs of collaboration

Answer: D

Question No. 2

Which solution is the best fit for a midsize organization that requires an on-premises deployment for 250 users including 25 contact center agents, featuring voice and video calling, voicemail.paging: instant messaging, and presence?

- A. Cisco BE6000H
- B. Cisco BE6000S
- C. Cisco Spark
- D. Cisco WebEx Meeting Center

Answer: A

Question No. 3

Which three operational benefits are provided by Cisco Business Edition 6000? (Choose three.)

- A. support for multiple management platforms
- B. faster end-user adoption through collaboration process templates
- C. faster updates through smaller software packages
- D. reduced implementation risk through reference architectures and validated designs
- E. better user experience based on end-to-end architectural approach
- F. faster solution implementation due to preloaded and preconfigured collaboration applications

Answer: B, E, F

Question No. 4

Which information is provided by the Cisco Partner Proposal Library?

- A. proposal templates
- B. technical descriptions
- C. Cisco pricelist
- D. FAQs for Cisco Business Edition 6000

Answer: A

Question No. 5

Why is it important to understand the customer strategy and aligned initiatives early in the sales process?

- **A.** It enables you avoid derailing in IT conversations.
- **B.** It enables you to be more business relevant with Cisco technical solutions.
- **C.** It enables you to lock out the competition.
- **D.** It enables you to charge more for Cisco solutions.

Answer: D

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