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**Exam** : **700-101**

**Title** : Business Edition 6000 for  
Sales Engineers

**Vendor** : Cisco

**Version** : DEMO

NO.1 Cisco Unified Contact Center Express on Cisco Business Edition 6000 supports up to 100 call agents. Which licensing option(s) are available for Cisco Unified Contact Center Express?

- A. Cisco Unified Workspace Licensing and Cisco User Connect Licensing
- B. Cisco User Connect Licensing
- C. Cisco Unified Workspace Licensing
- D. Licensing is possible only as a 100-user bundle

**Answer:** B

NO.2 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

Reference:[http://www.cisco.com/en/US/prod/collateral/voicesw/ps6788/vcallcon/ps11369/data\\_sheet\\_c78-638921.html](http://www.cisco.com/en/US/prod/collateral/voicesw/ps6788/vcallcon/ps11369/data_sheet_c78-638921.html)(see table 1)

NO.3 Which three of these are major management pain points in relation to collaboration? (Choose three.)

- A. Manage customers, partners, and employees with different cultural backgrounds
- B. Manage IT networks to follow rapidly changing technology
- C. Respond to rapidly changing market trends
- D. Manage working with virtual teams and different time zones
- E. Manage keeping organizational structure unchanged while adapting to new market trends

**Answer:** B,C,D

NO.4 Among the many benefits and differentiators of Cisco Business Edition 6000 is its business scalability. Which three Cisco Business Edition 6000 characteristics contribute to its business scalability? (Choose three.)

- A. deployment flexibility with unified provisioning
- B. server redundancy and Unified SRST
- C. reduced carbon footprint
- D. increased agility and investment protect
- E. rapid return on investment
- F. high availability
- G. solution growing with company growth

**Answer:** A,B,D

Reference: [http://www.cisco.com/web/learning/le21/le39/docs/tdw163\\_prezo.pdf](http://www.cisco.com/web/learning/le21/le39/docs/tdw163_prezo.pdf) (slide 11)

NO.5 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:** A,B,C

NO.6 Which client that is packaged with the Cisco Business Edition 6000 lets you access presence, IM, voice, video, voice messaging, desktop sharing and conferencing services from any device?

- A. Cisco WebEx Messenger client
- B. Cisco AnyConnect client
- C. Cisco Jabber client
- D. Cisco Unified Personal Communicator client

**Answer:** C

Reference:[http://www.cisco.com/web/learning/le21/le39/docs/tdw163\\_prezo.pdf](http://www.cisco.com/web/learning/le21/le39/docs/tdw163_prezo.pdf)

NO.7 Which value does the Cisco Business Edition 6000 bring to midmarket businesses?

- A. Enhanced collaboration functionalities by adding only a few additional servers
- B. Advanced collaboration functionalities on a single server
- C. Co-location with the existing telephony system
- D. Adding video collaboration capabilities on top of the existing telephony system

**Answer:** D

Reference:[http://www.cisco.com/en/US/prod/collateral/voicesw/ps6788/vcallcon/ps11369/data\\_sheet\\_c78-638921.html](http://www.cisco.com/en/US/prod/collateral/voicesw/ps6788/vcallcon/ps11369/data_sheet_c78-638921.html)