Cisco

700-651

Cisco Collaboration Architecture Sales Essentials (CASE)

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Cisco Collaboration Architecture Sales Essentials Exam

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Version: 10.0

Question: 1

How long do new workforce employees stay with a company on average?

A. 5 to 10 years
B. 9 to 15 years
C. 3 years or less
D. 3 to 5 years

Answer: B

Question: 2

Which feature of SWSS eliminates the need to repurchase software licenses?

A. software updates
B. expert support
C. license portability
D. license updates

Answer: C

When purchased with Cisco ONETM Software, SWSS provides support for license portability. During a
hardware refresh, this allows you to reassign license entitlements from one hardware platform to
another and eliminates the need to purchase new software licenses.
https://www.cisco.com/c/dam/en_us/services/portfolio/documents/support-service-qa.pdf

Question: 3

How does Cisco Enterprise licensing provide a customer advantage?

A. It requires individual licensing per device
B. It simplifies collaboration solutions
C. It simplifies bandwidth licensing
D. It requires individual licensing per product

Answer: B

https://www.cisco.com/c/dam/en/us/products/collateral/software/q-and-a-c67-738992.pdf

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Question: 4

Which options are the Cisco user-based license models?

A. Cisco UWL and Cisco UCL
B. Cisco WUL and Cisco CUL
C. Cisco Flex Plans
D. Cisco User Integration and Adoption Plans

Answer: A

Question: 5

Which Customer Lifecycle touch point demonstrates commitment to the business objectives of a customer by suggesting complimentary solutions?

A. Maximize Customer Investment Value
B. Evaluate Expansion Opportunities
C. Identify Coverage Gaps
D. Capitalize on Renewals

Answer: B

https://impact.cisco.com/2016/02/5-key-touchpoints-in-the-customer-lifecycle-creating-customers-for-life/
Demonstrate commitment to a customer's business objectives by suggesting complementary solutions designed to improve network performance. By tracking and managing the lifecycle of these products, your business stands to gain an ongoing annuity stream that adds up over time.

Question: 6

For on-premises deployments, which option does Cisco recommend for a consistent one meeting experience and full interoperability'?

A. Cisco Telepresence Server
B. Cisco Meeting Server
C. Cisco Expressway
D. Cisco Conductor

Answer: B

Cisco Meeting Server provides a consistent one-meeting experience for every meeting attendee, as well as open interoperability, all based on a highly scalable software architecture supporting business-quality meetings from mobile through immersive via audio, video, and web. The software has two major elements: the server software and an extension of the server in the form of an app/client that Knowledge Workers use to access and control their meetings. Cisco Meeting Server supports standards-

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based video endpoints, including the Cisco portfolio of telepresence endpoints as well as third-party solutions such as Skype for Business. It includes Personal Multiparty (PMP) and Shared Multiparty (SMP) licenses, Multibrand license, and Recording port licenses
https://www.cisco.com/c/en/us/products/collateral/unified-communications/spark-flex-plan/datasheet-c78-740394.pdf

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