



**Cisco**

**700-105 Exam**

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

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QUESTIONS & ANSWERS  
**DEMO VERSION**  
*(LIMITED CONTENT)*

## Version: 8.0

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### Question: 1

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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

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**Answer: B, C**

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### Question: 2

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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

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**Answer: C**

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### Question: 3

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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

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**Answer: A**

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