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NEW QUESTION 1

Which SWSS offer allows customers to choose the right level of service for on-premises, cloud, and hybrid environments?

- A. Enhanced SWSS
- B. Unified Communications SWSS
- C. Lifecycle SWSS
- D. Cisco Spark and WebEx SWSS

Answer: D

NEW QUESTION 2

Which option lists steps to every sale?

- A. qualification and rapport
- B. rapport and awareness
- C. introduction and qualification
- D. awareness and education

Answer: A

NEW QUESTION 3

Which sales resource is the best to use when approaching existing customers?

- A. Refresh Collab Website
- B. Promotions Center
- C. Cisco Install Base Portal
- D. Virtual Machine Placement tool

Answer: A

NEW QUESTION 4

Which purpose of the Quick Pricing tool is true?

- A. It obtains general design best practices.
- B. It provides pricing guidance on the optimal solution.
- C. It builds the BOM for you.
- D. It provides detailed design options for Cisco Collaboration.

Answer: C

NEW QUESTION 5

How can dramatic growth of unstructured work be addressed?

- A. flexible working environments and shared spaces
- B. increasing the number of cubicles
- C. decreasing collaboration spaces
- D. expand facilities

Answer: C

NEW QUESTION 6

Which percent of IT spending is controlled by IT?

- A. 50%

- B. 40%
- C. 60%
- D. 80%

Answer: B

NEW QUESTION 7

How many device(s) does the Cisco UCL Enhanced Plus support?

- A. 10
- B. 5
- C. 2
- D. 1

Answer: C

NEW QUESTION 8

Which option must you consider when closing a sale?

- A. customer budget
- B. customer lifecycle
- C. recurring revenue
- D. transactional revenue

Answer: B

NEW QUESTION 9

Which Cisco phone has capability for all collaboration requirements, including intelligent proximity, Wi-Fi, and video?

- A. 8865
- B. 8841
- C. 8845
- D. 8861

Answer: A

NEW QUESTION 10

For which purpose was the Cisco Spark Flex Plan designed?

- A. to simplify the transition to cloud-based collaboration solutions
- B. to simplify the transition to hybrid-based collaboration solutions
- C. to simplify the transition to all collaboration solutions
- D. to simplify the transition to premises-based collaboration solutions

Answer: A

NEW QUESTION 11

Which option does collaboration in context refer to?

- A. design documents used to sell the solution
- B. how customers purchase collaboration solutions
- C. how the customer uses collaboration to address their needs
- D. physical collaboration components

Answer: C

NEW QUESTION 12

Which BOM tool must be referenced when design requirements are outside the scope of Cisco preferred architectures?

- A. Cisco Preferred Architecture Design Overview
- B. Cisco Solution Reference Network Designs Guide
- C. Preferred Architecture Cisco Validated Design
- D. Preferred Architecture Application Cisco Validated Design

Answer: B

NEW QUESTION 13

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