

# DUMPS ARENA

## Cisco Collaboration Architecture Sales Essentials (CASE)

Cisco 700-651

Version Demo

Total Demo Questions: 10

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**QUESTION NO: 1**

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****Explanation:**

: 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](https://www.cisco.com/c/dam/en_us/services/portfolio/documents/support-service-qa.pdf)

**QUESTION NO: 2**

Which factors help determine the collaboration fit?

- A. complexity and interactivity
- B. audience size and distribution
- C. complexity and duration
- D. complexity and audience size

**ANSWER: D****QUESTION NO: 3**

How many devices does the Cisco UCL Enhanced Plus support?

- A. 10
- B. 5

C. 2

D. 1

**ANSWER: C**

**QUESTION NO: 4**

Which type of licensing has Cisco historically used for its products?

- A. single-use licenses
- B. enterprise-based licenses
- C. device-based licenses
- D. user-based licenses

**ANSWER: A**

**QUESTION NO: 5**

How can you drive modernization within your customer's existing environment?

- A. Hire an external consultant to convince the customer to modernize.
- B. Provide support to end of sale products.
- C. Remind customers that their competitors are modernizing.
- D. Remind customers that they reduce operational risk by keeping current products with current support

**ANSWER: D**

**QUESTION NO: 6**

Why is Cisco the easy choice for customers?

- A. Cisco always has the lowest prices
- B. Cisco provides solutions that already have all options preselected for the customer.
- C. Cisco provides complete communication solutions.

D. Cisco is the only company that provides 24 hour support.

**ANSWER: C**

**QUESTION NO: 7**

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 NO: 8**

Which option does BYOx refer to?

- A. bring your own application
- B. bring your own XML
- C. bring your own device
- D. bring your own experience

**ANSWER: C**

**QUESTION NO: 9**

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****Explanation:**

: <https://impact.cisco.com/2016/02/5-key-touchpoints-in-the-customerlifecycle-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 NO: 10**

Which Cisco UCL plans support all Cisco user devices?

- A. Basic and Enhanced
- B. Enhanced and Enhanced Plus
- C. Essential and Enhanced Plus
- D. Essential and Basic

**ANSWER: B****Explanation:**

: [https://www.cisco.com/c/en/us/td/docs/voice\\_ip\\_comm/cucm/admin/10\\_0\\_1/ccmfeat/CUCM\\_BK\\_F3AC1C0F\\_00\\_cucm-features-services-guide100/CUCM\\_BK\\_F3AC1C0F\\_00\\_cucm-features-services-guide-100\\_chapter\\_0100101.html#CUCM\\_RF\\_U75FBF1E\\_00](https://www.cisco.com/c/en/us/td/docs/voice_ip_comm/cucm/admin/10_0_1/ccmfeat/CUCM_BK_F3AC1C0F_00_cucm-features-services-guide100/CUCM_BK_F3AC1C0F_00_cucm-features-services-guide-100_chapter_0100101.html#CUCM_RF_U75FBF1E_00)