examunion

Certified IT Exam Material Authority

Accurate study guides, High passing rate!
We offer free update service for one year!
http://www.examunion.com

Exam : **700-651**

Title : Cisco Collaboration Architecture Sales Essentials (CASE)

Version : DEMO

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

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
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

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

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

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
Explanation:
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.