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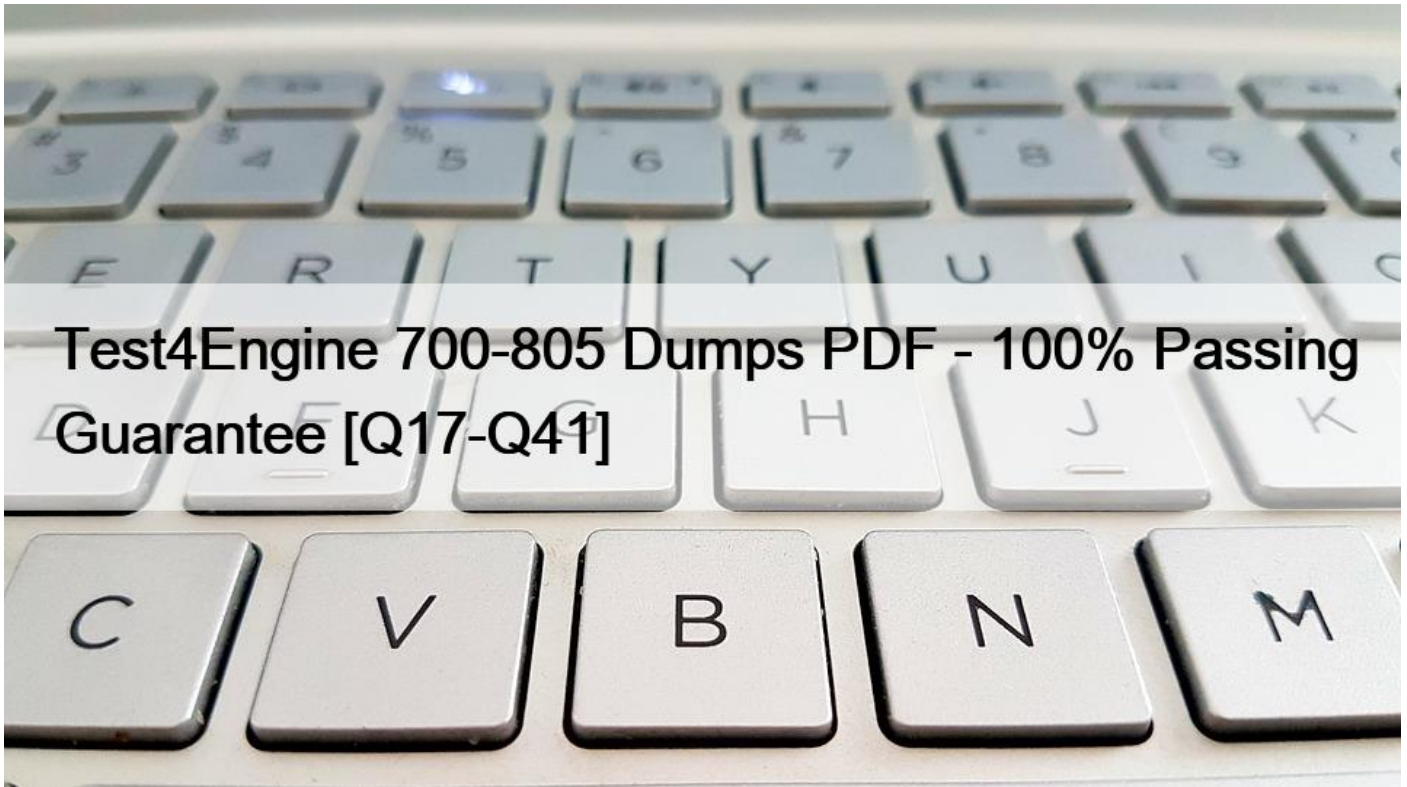

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700-805 Braindumps Real Exam Updated on Oct 13, 2023 with 50 Questions

NEW QUESTION 17

Which area of the success plan is the renewal manager responsible?
* Solution renewal
* Barriers predicted
* Success plan hypothesis
* Adoption barriers overcome

NEW QUESTION 18

What is the primary measurement of success for a Renewals Manager?
* Iarr rate
* Renewal success rate
* Upsell percentage
* Percentage of contracts closed

NEW QUESTION 19

What is the future state goal of licensing at Cisco?

* Smart License
* Standby License
* Classic PAK
* Right to use

NEW QUESTION 20

Who do renewals managers (rms) work with?
* Rms work with account managers to drive ongoing revenue risk assessments and plays.
* Rms work by themselves to develop a high level view customer requirements and objectives.
* Rms work with pre-sales engineers and build customer solutions.
* Rms work with service delivery teams and monitor engagements.

NEW QUESTION 21

An important Cisco customer has a large number of individual licenses for Cisco One in Enterprise Networking and engages many Webex users. The customer has expressed the intention to grow both groups and needs a compelling and simplified proposal.

Which Cisco offer represents the best value for the customer?
* Propose to migrate to perpetual model.
* Suggest as implied discount DSA with the total of licenses from each product Cisco One and Webex.
* Ask Cisco team to engage into a Smart Account or Enterprise Agreement and propose a creation of a Customer Success Plan.
* Prepare a Partner Branded Managed Service deal.

NEW QUESTION 22

Which three financial metrics are critical in renewing subscriptions? (Choose three.)
* net new sales
* annual re curing revenue
* close rate
* training costs
* renewal rate

NEW QUESTION 23

How does Cisco define ATR?
* Contracts/subscriptions that have attrition terms revoked.
* ATR is the sum of RP ad iarr , minus the attrition rate.
* Any customer agreement where attrition has been an issue.
* Contracts/subscriptions that are available to renew.

NEW QUESTION 24

Which product addresses network segment a in issues and is comprised of Viptela and Meraki products?
* Tetration
* SD-WAN
* Security applications
* Cloud services

NEW QUESTION 25

Which statement best describes the success plan?

* The blueprint for account teams to achieve customer success
* A tool for reporting actions to management
* A shareable document that captures all account activities
* A document capturing a comprehensive view of all customer health scores

NEW QUESTION 26

What is the main purpose of CCW-R?

* to factor customer ATR, up sell and attrition
* to allow customers and partners to download renewal data
* to allow customers and partner store new software subscriptions and service contracts from one tool
* to capture partner and customer bill ng preferences

NEW QUESTION 27

Which service offering helps define the customer’s IT vision and strategy?

* Support
* Advisory
* Optimization
* Training

NEW QUESTION 28

Which statement best describes an Accelerator?

* An on-call service for customer support
* A one-on-one deep dive on network issues
* A one-on-one coaching engagement covering specific use cases
* A hosted one-to-many educational webinar with live expert Q and A

NEW QUESTION 29

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* Suggest a simplified discount DSA with the total of licenses from each product Cisco One and Webex.

NEW QUESTION 30

Which action can a renewals manager take to drive value in the account?

* Align partners on training
* Define the account forecast
* Manage and mitigate renewal risk

* Removing adoption barriers

NEW QUESTION 31

Which services are contained in the CX portfolio?

* Support Services ,Business Critical Services and Professional Services
* Support Services and business Critical Services
* Support Services,Business Critical Services,Professional Services,Managed services, and Learning Services
* Support Services,Business Critical Services, Professional Services and Managed services

NEW QUESTION 32

Which strategy contributes to the successful renewal of service contracts?

* Offer discounts.
* Lock in revenue streams through co-termination.
* Communicate product performance, pricing, and position.
* Discount multi-year service agreements.

NEW QUESTION 33

During which activity of the renewal process would an RM provide an appropriate co-termination timeframe and gain required internal approvals?

* Proposal build
* Billing
* Deal strategy
* Quote delivery

NEW QUESTION 34

Which two actions can a partner or customer perform within CCW-R? (Choose two.)

* set up billing
* download hardware, software and services datasheets
* change Customer Address
* view and manage their contracts
* order new services

NEW QUESTION 35

Which statement is the most accurate description of the Health Index?

* A measurement tool for resolving secific product quality issues and adoption barriers
* An ongoing measurement of customer sentiment
* A tool for service providers to determine what stage of the lifecycle to offering training solutions
* An ongoing measurement of several key customer health indicators

NEW QUESTION 36

What is the primary customer values of the Cisco Services Portfolio?

* Services packages tailored to specific customer nees
* ON-call,24/7 service technicians at all levels
* Services priced based on usage

* Customers can develop their own service offerings

NEW QUESTION 37

Which two actions can a partner or customer perform within CCW-R? (Choose two.)
* View and manage their contracts
* Change Customer Address
* Set up billing
* Order new services
* Download hardware, software and services datasheets

NEW QUESTION 38

What is the key implication on-time renewals have for an IT provider company?
* incentives will be paid
* improved customer satisfaction
* no major impact if sales are on plan
* recurring business is preserved

NEW QUESTION 39

What is the primary customer value of the Cisco Services Portfolio?
* Services priced based on usage
* Services packages tailored to specific customer needs
* Customers can develop their own service offerings
* On-call, 24/7 service technicians at all levels

NEW QUESTION 40

During which activity of the renewal process would an RM provide an appropriate co-termination timeframe and gain required internal approvals?
* deal strategy
* billing
* proposal build
* quote delivery

NEW QUESTION 41

Which case represents a risk of renewal where a mitigation analysis will help obtain a more desired outcome?
* The adoption rate is 50% under the expected level and the plan is six months before the expiration date.
* The health index of a customer is over expected targets with no red flags.
* There are no open incidents 30 days before renewal dates.
* Customer is willing to subscribe to a recommendation case to be publicly communicated.

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