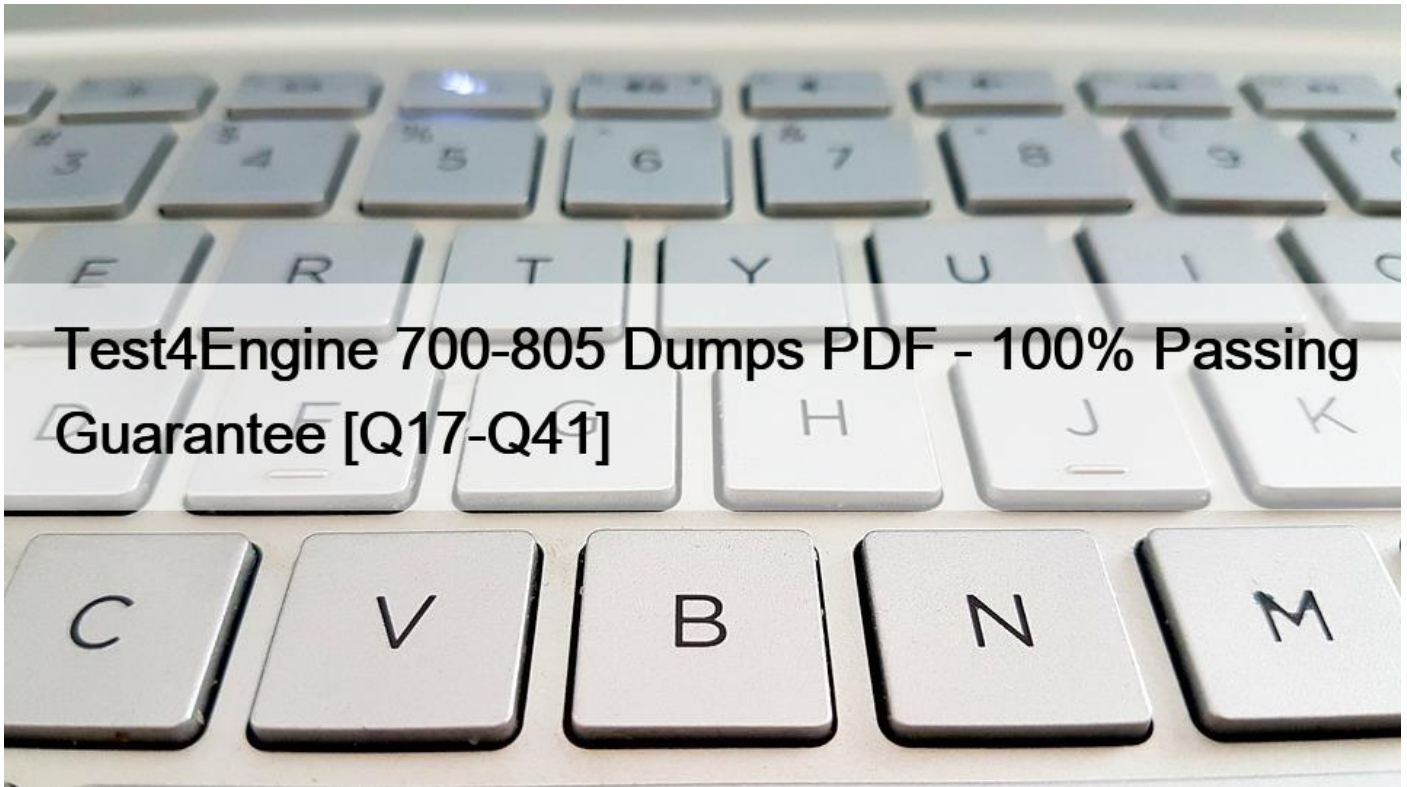


## Test4Engine 700-805 Dumps PDF - 100% Passing Guarantee [Q17-Q41]



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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 recurring 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 and 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

An important Cisco customer has a large number of individual licenses for Cisco One in Enterprise Networking and engages many Webex users.

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- \* Prepare a Partner Branded Managed Service deal.
- \* Ask Cisco team to engage into a Smart Account or Enterprise Agreement and propose a creation of a Customer Success Plan.
- \* 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 specific 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 needs
- \* 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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