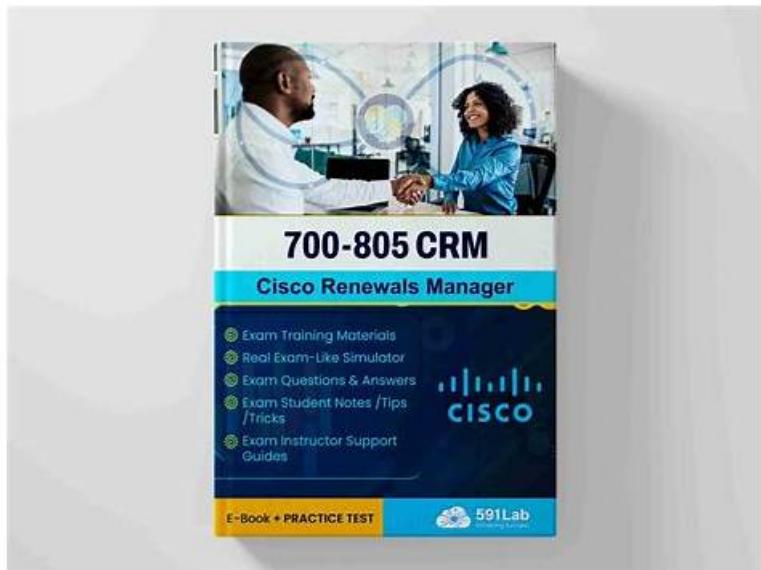


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Cisco Renewals Manager Sample Questions (Q53-Q58):

NEW QUESTION # 53

Which licensing model represents the highest value?

- A. Pay as you go
- B. Enterprise Agreements
- C. Transactional
- D. Subscription

Answer: B

Explanation:

Enterprise Agreements (EAs) represent the highest value for customers who want to simplify their software licensing and

management across their organization. EAs provide customers with:

- * Unlimited access to a suite of Cisco software products within a defined technology domain for a fixed term and price
- * The ability to deploy software anytime, anywhere, without additional costs or approvals
- * The flexibility to grow and adjust their software usage without overage fees or penalties
- * The convenience of co-terminating all their subscriptions at the end of the EA term
- * The option to include Cisco services and support in their EA2

References: 2: Cisco Enterprise Agreement - Cisco

NEW QUESTION # 54

What are the steps to develop a renewal quote?

- A. Identify the barriers to adoption, ensure that the customer is using the solution, and work with the account manager to create a quote.
- B. Position the new technology, create a quote, and order the quote.
- C. Ask the customer for renewal data, evaluate new requirements, and quote new services.
- **D. Identify the items to renew, verify the discounts, confirm the shipping address, and verify the billing entity.**

Answer: D

NEW QUESTION # 55

What does iARR measure?

- A. our ability to internally align renewable resources
- B. our ability to increase renewal rates through pricing controls
- **C. our ability to monitor product utilization, and financial growth collectively**
- D. our ability to expand upon existing customer value

Answer: C

NEW QUESTION # 56

Which statement best describes an Accelerator?

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

Answer: A

Explanation:

An Accelerator is a one-on-one coaching engagement covering specific use cases that Cisco offers to its customers and partners to help them implement new technology faster and more easily. An Accelerator is a remote session with a fixed scope and a demonstrable benefit at completion. An Accelerator can cover topics such as design, configuration, migration, integration, optimization, or troubleshooting of Cisco products and solutions. An Accelerator is different from an on-call service, a deep dive on network issues, or a hosted webinar, which are not part of the Cisco Accelerator program

NEW QUESTION # 57

Which licensing model is the most complex for a customer to manage?

- **A. Managed service agreement**
- B. A La Carte
- C. Enterprise agreement
- D. Subscription

Answer: A

NEW QUESTION # 58

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