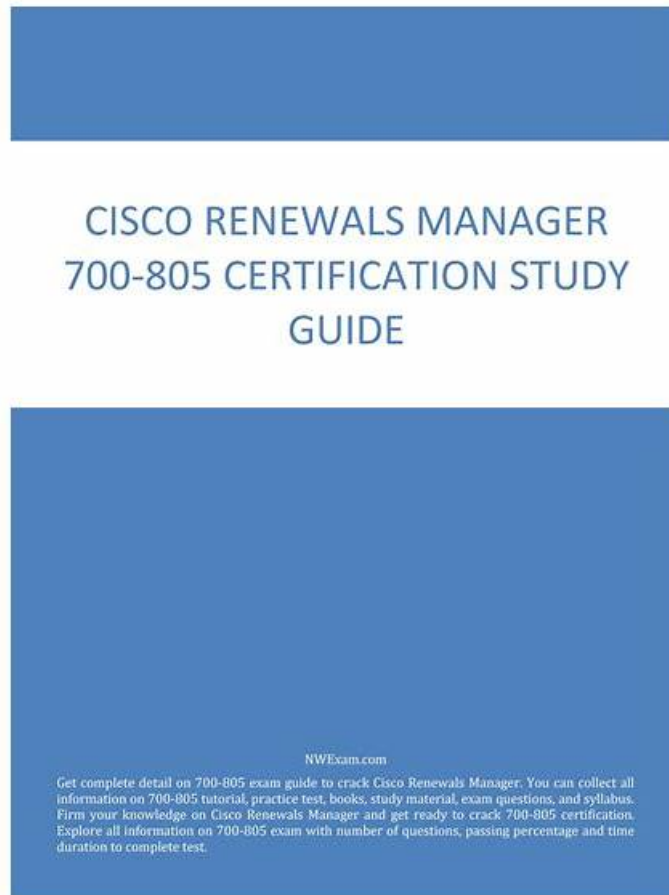


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Cisco Renewals Manager exam covers a range of topics related to customer contract management, including understanding contract terms and conditions, managing renewal timelines and processes, and using software tools to track and report on customer contracts. Successful completion of 700-805 exam demonstrates that a candidate has the expertise needed to effectively manage customer contracts and ensure successful renewals.

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the act of subscribing or agreeing to receive something regularly, usually on a regular schedule. **Cisco 700-805 Dumps** are the best way to give you a competitive edge.

Discount is the reduction in price by a seller, usually for a limited period of time. Waiting is the state of postponement or delay. Ongoing should always be followed by to + verb. Data is information that is recorded or stored in digital form. Installed is the action or process of installing or putting in place. Critical is a descriptive word that describes something bad that caused a problem. Health is the state of being well and healthy. Updates are the sending of a copy of a file to another computer or group of computers to keep another computer at the same software version. Recurring refers to something that takes place more than once. Measurement is the ability to analyze and interpret information. Repairs are the actions to make a machine, vehicle, or gadget work again by making repairs. Contact information is the information about someone's identity, address, or telephone number that is necessary to have in order to do something. Transcripts are official or certified copies of documents, which are used or sent to the court.

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Cisco Renewals Manager Sample Questions (Q71-Q76):

NEW QUESTION # 71

How does Cisco define Business Critical Services?

- **A. subscription-based services covering the lifecycle of a technology**
- B. hardware replacement
- C. Pay-as-you-go, technology-based services
- D. Pay-as-you-go, services covering business-critical functions

Answer: A

Explanation:

Business Critical Services are subscription-based services covering the lifecycle of a technology, which provide customers with:

- * Expert guidance and best practices to optimize their network performance, security, and availability
 - * Proactive support and automation to prevent issues, reduce risks, and accelerate outcomes
 - * Insights and analytics to measure and improve their operational efficiency, agility, and innovation
- References: 4: Business Critical Services - Cisco

NEW QUESTION # 72

Which business benefit of on-time renewals on Cisco products and services is valid?

- A. Access to training programs and material
- B. Rebates and discounts from Cisco
- C. Exclusive relationship with the customer
- **D. Ability to ensure that our TAC cases get priority over others**

Answer: D

NEW QUESTION # 73

What does TPV mean?

- A. Total Product Value
- **B. Total Partner View**
- C. Total Partner Value

- D. Telepresence Value

Answer: B

NEW QUESTION # 74

Which is the first step in a solutions-led sales approach?

- A. identify the latest technology release
- B. understand the customer's objectives
- C. examine previous purchases
- D. present quote to customer

Answer: B

NEW QUESTION # 75

Who do renewals managers (rms) work with?

- A. Rms work by themselves to develop a high level view customer requirements and objectives.
- **B. Rms work with account managers to drive ongoing revenue risk assessments and plays.**
- C. Rms work with service delivery teams and monitor engagements.
- D. Rms work with pre-sales engineers and build customer solutions.

Answer: B

NEW QUESTION # 76

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