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Cisco 700-805 exam is essential for professionals who work with Cisco products and services. 700-805 exam validates the knowledge and skills of the candidate in managing and renewing Cisco contracts and services, which is a critical aspect of IT operations. 700-805 exam covers various topics related to Cisco services, such as the Cisco Smart Net Total Care service, Cisco Software Support service, and Cisco Services for Intrusion Prevention Systems. 700-805 exam also covers contract and renewal management processes, including contract terms and conditions, contract renewal options, and contract renewal strategies.

Cisco Renewals Manager is a useful tool that helps businesses manage their Cisco product renewals effectively. The tool helps businesses keep track of their product licenses and provides a central location to manage their contracts. The Cisco 700-805 Exam aims to test the candidate's knowledge of this tool, and assess their ability to use it to manage and renew Cisco contracts.

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Cisco 700-805 exam is a 60-minute exam that consists of 40-60 questions. The questions are multiple-choice and are designed to test the candidate's knowledge of Cisco products and services, as well as their ability to manage renewals. 700-805 Exam covers topics such as contract management, pricing negotiation, customer satisfaction, and Cisco product and service knowledge.

### Cisco Renewals Manager Sample Questions (Q99-Q104):

#### NEW QUESTION # 99

Which two factors drive subscription value for customers? (Choose two)

- A. freeware offers
- B. training access
- C. bundling of software and hardware
- D. continuous access to innovation
- E. up to date security protection

**Answer: D,E**

#### NEW QUESTION # 100

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

- A. deal strategy
- B. proposal build
- C. billing
- D. quote delivery

**Answer: B**

Explanation:

According to a practice exam question, the correct answer is C. proposal build. During this activity, an RM would: Provide an appropriate co-termination timeframe and gain required internal approvals Align with the account team on the renewal strategy and value proposition Create a renewal proposal that meets customer needs and expectations

#### NEW QUESTION # 101

What are the primary benefits of using AutoQuote in the renewal process?

- A. eliminate the need for a Renewals Manager and all customer interactions
- B. increase time spent on manual quote creation and focus more on programming
- C. automatically generate quotes, consolidate opportunities, and enhance efficiency
- D. automatically offer free software upgrades and exclusive discounts

**Answer: C**

#### NEW QUESTION # 102

Which statement regarding which tools can be added as value to customer and partners is invalid?

- A. Adopt on Scores which provide insight into how well customers are utilizing service and software they purchase

- B. Trusted Data Source for Hardware Refresh and Software renewal insights
- C. help manage Discounts for Quoting
- D. gain insight into new and unique business prospects for your customers and expand sales potential

**Answer: C**

Explanation:

The statement that is invalid regarding which tools can be added as value to customer and partners is B. help manage Discounts for Quoting. This is because discounts are not a tool, but a pricing strategy that can be used to attract or retain customers, increase sales volume, or clear inventory. Discounts are not something that can be added as value to customer and partners, but rather something that can reduce the value or profit margin of the seller. Tools that can be added as value to customer and partners are those that can help them solve their problems, improve their performance, or enhance their experience. For example, some of the tools that Cisco offers to its customers and partners are:

Adopt on Scores: This tool provides insight into how well customers are utilizing service and software they purchase from Cisco. It helps customers measure their adoption progress, identify gaps and opportunities, and optimize their outcomes.

Trusted Data Source: This tool provides hardware refresh and software renewal insights for customers and partners. It helps them plan ahead, stay current, and reduce risks.

Business Insights: This tool provides data-driven insights into new and unique business prospects for customers and partners. It helps them discover new markets, segments, or opportunities, and expand their sales potential.

### NEW QUESTION # 103

Which three financial metrics are critical in measuring subscription renewals? (Choose three.)

- A. Uptime
- B. Training costs
- C. Net New Sales
- D. Annualized Order Value (AOV)
- E. Renewal Rate
- F. Annual Recurring Revenue (ARR)

**Answer: B,E,F**

### NEW QUESTION # 104

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