Cisco

700-805
Cisco Renewals Manager

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Question: 1

Which critical task must be performed during the Qualification phase?

A. validate customer inventory
B. develop a Success Plan
C. quote delivery
D. Renewal Plan development

Answer: A

Explanation:
According to the Cisco website1, one of the critical tasks during the Qualification phase is to validate customer inventory, which includes:
Reviewing the Available to Renew (ATR) report and identifying any discrepancies or missing items
Confirming the accuracy of the contract end dates, product IDs, serial numbers, and quantities
Updating the ATR report with any changes or corrections

Question: 2

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. billing
C. proposal build
D. quote delivery

Answer: C

Explanation:
According to a practice exam question from TestPrep2, 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

Question: 3

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

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

Answer: D

Explanation:
La Carte licensing model is the most complex for a customer to manage because it requires the customer to purchase and activate individual licenses for each product and feature they want to use. This can result in a large number of licenses to track and renew, as well as compatibility issues between different products and versions. A La Carte licensing also does not provide the benefits of Cisco's Software Buying Programs, such as financial predictability, access to incentives, and subscription cotermination1.
Reference: 1: Cisco Software Licensing Guide - Cisco

Question: 4

Which licensing model represents the highest value?

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

Answer: D

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
Reference: 2: Cisco Enterprise Agreement - Cisco

Question: 5

Who do Renewals Managers (RMs) work with?

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

Answer: A

Explanation:
According to the Cisco website1, RMs work with account managers to drive ongoing revenue risk assessments and plays, which include:
Identifying and prioritizing renewal opportunities
Developing and executing renewal strategies
Negotiating and closing renewal deals
Collaborating with other Cisco teams and partners to ensure customer satisfaction and retention
Reference: 1: Cisco Renewals Manager - Cisco

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