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QUESTION 1

What are two customer benefits of Cisco Hosted Collaboration Solution? (Choose two.)

A. includes a subscription to a cost-efficient Infrastructure as a Service resource

B. saves WAN bandwidth for remote offices

C. offers choice in collaboration application deployment

D. enables faster time to deployment

Correct Answer: CD

The Cisco Hosted Collaboration Solution (HCS) is available in a choice of deployment options, including:?ublic cloud?rivate cloud?ybrid

With Cisco Hosted Collaboration Solution, partners can:?ead the cloud market transition and deliver the most up-to-date services, everywhere ?ifferentiate themselves by building upon the Cisco HCS foundation with their own products and services ?ffer high-quality, faster deployment times and services to more customers

Topic 6: Small Business Architecture

QUESTION 2

Controlling costs that are associated with network issues, keeping unexpected problems from affecting productivity, and achieving business goals are characteristics of which Cisco offering?

A. Cisco SMARTnet Service

B. Cisco Capital Financing

C. Cisco Smart Business Roadmap

D. Cisco Network Optimization Service

Correct Answer: A

Reduce downtime with fast, expert technical support, flexible hardware coverage, and smart, proactive device diagnostics with SMARTnet Service. Keep unexpected problems from affecting productivity and control costs that are associated with network issues with Cisco SMARTnet. Your IT staff has anytime access to Cisco engineers in the Technical Assistance Center (TAC) and an extensive range of resources, tools and training.

QUESTION 3

Suppose that a Cisco Partner wants to achieve Cisco Gold Certified status with a Borderless Network Architecture Specialization. Which two things must be done? (Choose two.)

A. Company must have a Cisco.com ID.

B. Company must send an email to the Cisco Partner team for automatic approval.

C. Company must complete a Specialization application, located on the Partner Central web page.

D. Nothing is required, because the company is a registered Cisco Partner.

Correct Answer: AC

A complete guide to all of the requirements for the Partner Borderless Network Architecture Specialization can be found at the following URL: http://www.cisco.com/web/partners/partner_with_cisco/channel_partner_program/resale/speciali zations/ adv_borderless_arch.html

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QUESTION 4

Which Cisco solution enables face-to-face communications and can, therefore, save expenses on business travel?

A. Cisco Unified IP Phone 7900 Series

B. Cisco WAP200 Wireless-G Access Point

C. Cisco Unified IP Phone 8900 Series

D. Cisco Aironet Access Point

E. Cisco SPA Series IP Phone

Correct Answer: C

Use interactive multimedia communications and advanced features, including high-performance video, with the Cisco Unified IP Phone 8900 Series. This series is an ideal solution for knowledge workers, managers, and administrative staff.

Interactive features of the Cisco Unified IP Phone 8900 Series include:?ideo communications of up to 30 frames per second (with built-in cameras on select models) ?igh- resolution 5-inch color displays for easy viewing ?igh-definition voice for greater clarity ?ricolor illuminated LED line and feature keys for "at-a-glance" status for both primary and shared lines

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QUESTION 5

Cisco collaboration applications and services can be hosted various ways. Which three options are valid hosting models? (Choose three.)

A. SaaS

B. virtual

C. device-specific

D. hybrid

E. integrated

F. on-premise

Correct Answer: ADF

Cisco enables IT to provide services and connect people to collaborate, while providing a consistent and desired user experience regardless of delivery method (cloud, on-premises, or hybrid).

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