



# 650-752<sup>Q&As</sup>

Advanced IP NGN Architecture Sales

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#### QUESTION 1

What is the challenge for the modern service provider who wants to monetize the various services?

- A. a billing system that supports all services enabled in the network
- B. video broadcasting
- C. different types of access technologies
- D. MPLS over IPv4

Correct Answer: B

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#### QUESTION 2

In technology financing, how is a desired technology acquired?

- A. leases
- B. barter
- C. hardware free of charge, software licenses charged
- D. cash payment in advance

Correct Answer: C

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#### QUESTION 3

Which three options are included in the Cisco SMARTnet Services offering? (Choose three.)

- A. free monthly monitoring
- B. support
- C. RMA service
- D. unlimited licensing
- E. training
- F. warranty

Correct Answer: BCE

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#### QUESTION 4

For a service provider in the early financial lifecycle, what is the main financial consideration?

- A. loss assumption



- B. loan availability
- C. service provider budget assumption
- D. margin assumption

Correct Answer: C

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#### QUESTION 5

What are two benefits of using Cisco Fixed Services? (Choose two.)

- A. simplified engagement model
- B. introducing higher OpEx
- C. expanding ROI interval
- D. simplified delivery model
- E. increased risk

Correct Answer: AD

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