



650-752^{Q&As}

Advanced IP NGN Architecture Sales

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QUESTION 1

Which option is a major pillar of the Cisco IP NGN architecture?

- A. managed and cloud services
- B. QoS services
- C. VoIP services
- D. assistance services

Correct Answer: A

QUESTION 2

The Cisco IP NGN architecture comprises which three layers? (Choose three.)

- A. application layer
- B. service layer
- C. transport layer
- D. session layer
- E. IP infrastructure layer
- F. data link layer

Correct Answer: ABE

QUESTION 3

Match the terms on the left to the explanations on the right.

<input type="checkbox"/>	CapEx	1.	Expenditures creating future benefits.
<input type="checkbox"/>	OpEx	2.	All hardware and software, and their installation, integration, migration, warranties, licenses, purchasing research, and risks.
<input type="checkbox"/>	TCO	3.	Ongoing cost for running a product, business or system.
<input type="checkbox"/>	ROI	4.	Ratio of money gained or lost on an investment relative to the amount of money invested.



Select and Place:

<input type="checkbox"/>	CapEx	1.	Expenditures creating future benefits.
<input type="checkbox"/>	OpEx	2.	All hardware and software, and their installation, integration, migration, warranties, licenses, purchasing research, and risks.
<input type="checkbox"/>	TCO	3.	Ongoing cost for running a product, business or system.
<input type="checkbox"/>	ROI	4.	Ratio of money gained or lost on an investment relative to the amount of money invested.

Correct Answer:

1.	CapEx	<input type="checkbox"/>	Expenditures creating future benefits.
3.	OpEx	<input type="checkbox"/>	All hardware and software, and their installation, integration, migration, warranties, licenses, purchasing research, and risks.
2.	TCO	<input type="checkbox"/>	Ongoing cost for running a product, business or system.
4.	ROI	<input type="checkbox"/>	Ratio of money gained or lost on an investment relative to the amount of money invested.

QUESTION 4

What are three Cisco Services that address customer needs? (Choose three.)

- A. Cisco Technical Assistance Center
- B. online technical resources
- C. advance hardware replacement and onsite field engineers
- D. On-site equipment testing
- E. online field engineers
- F. online system engineers

Correct Answer: ABC

QUESTION 5

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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