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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

QUESTION 2

Which tool, that is available on Cisco.com, does Cisco use to succeed against the competition?

A. data sheets

B. battlecards

C. presentations

D. demonstrations

Correct Answer: D

QUESTION 3

Which three services are offered in the business segment of Cisco IP NGN? (Choose three.)

A. Layer 3 VPN and Layer 2 VPN

B. cloud services

C. Cisco VideoScape

D. point-to-point communication

E. triple play

F. quad play

Correct Answer: ABD

QUESTION 4

In a financial review, which method is used to estimate the yield of a service that is enabled by a Cisco IP NGN solution?

A. market comparison

B. best-practice

C. prediction modeling

Correct Answer: A

QUESTION 5

Who are the two key stakeholders in a company that is enabled with Cisco IP NGN? (Choose two.)

A. telecommunications manager

B. technician

C. financial manager

D. field engineer

Correct Answer: AC

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