

# 700-037<sup>Q&As</sup>

Advanced Collaboration Architecture Sales Specialist

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**QUESTION 1**

Which collaborative quoting platform gives an account manager the autonomy to make deals and quote decisions from within a single workspace?

- A. Cisco Partner Central
- B. Cisco Commerce Workspace
- C. Cisco Unified Communications Business Advisor
- D. Cisco Smart Business Roadmap

Correct Answer: C

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**QUESTION 2**

Which three options are important selling points for Cisco against Microsoft? (Choose three.)

- A. Cisco better enables for mobility and deskless workers.
- B. Cisco is well respected and is the only serious choice in collaboration.
- C. Cisco Unified Presence can be integrated with Microsoft Office Communicator and Microsoft Lync.
- D. Cisco has the maturity both in technology development and empirical deployment to scale to the requirements of large enterprises.
- E. Cisco routers represent a competitive edge in remote offices.
- F. Cisco provides unparalleled value to the managed service provider.

Correct Answer: ACD

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**QUESTION 3**

The Finance manager of an organization is concerned about switching their existing PBX to IP. Which response describes the value of the Collaboration Architecture?

- A. Our solutions create a satisfied workforce, which results in higher productivity
- B. Our competitors are sticking to PBX solution and are losing market share Collaboration is a risk-free approach
- C. Collaboration Architecture is much more than just IP telephony. A fully-deployed solution optimizes business processes and enhances customer satisfaction.
- D. Cisco and Cisco Partners have vast experience in smooth migration scenarios Deployment has no risks.

Correct Answer: C

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**QUESTION 4**

Which three options are benefits of Cisco Prime Collaboration? (Choose three)

- A. It enables comprehensive monitoring and diagnostics for Cisco Unified Communications and Cisco Telepresence systems.
- B. It provides historical reporting and trending on Collaboration business metrics.
- C. It verifies whether the network is secure and efficient.
- D. It enables automatic monitoring and repair of Cisco devices and software applications.
- E. It reduces the expertise needed to manage changes that occur when the network is operational
- F. It ensures consistent configurations by increasing the per-user configuration time

Correct Answer: ABE

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**QUESTION 5**

Which three statements are reasons why customers consider Cisco as their collaboration solutions partner? (Choose three.)

- A. The Cisco comprehensive and flexible collaboration portfolio is lowest-priced option when compared to competitors.
- B. The Cisco collaboration portfolio is built on open standards and stands for collaboration interoperability.
- C. Cisco is the market leader with the best-in-class telephony, conferencing, and video solutions.
- D. The Cisco collaboration portfolio is exclusive to software rather than hardware solutions.
- E. The Cisco collaboration portfolio is creatively designed with a single solution model that fits all customer choices.
- F. Cisco has the most comprehensive collaboration portfolio and flexible delivery model offerings in the market.

Correct Answer: BCF

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