700-037^{Q&As}

Advanced Collaboration Architecture Sales Specialist

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QUESTION 1

Which three statements about Cisco VCS are true\\'? (Choose three.)

A. It is available as a standalone appliance, but not as an application for virtual environments

B. It offers interoperability with third-party unified communications. IP telephony networks, and VoIP and video systems.

C. It simplifies session management and control of Cisco Telepresence conferences

D. It facilitates business-to-business Cisco Telepresence and video communications as long as it is within firewall limits.

E. It works with Cisco Unified Communications and VoIP solutions to provide an optimal user experience, regardless of location or device.

F. It can be deployed as Cisco Telepresence Video Communication Server control for internal and external communication

Correct Answer: BCD

Reference: http://www.cisco.com/en/US/products/ps11337/

QUESTION 2

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

QUESTION 3

Which two reasons make the Cisco Collaboration Architecture important for the marketing manager? (Choose two.)

A. Cisco Collaboration Architecture can support the sales force to achieve higher productivity.

B. The marketing manager is interested in how the Cisco Collaboration Architecture will help provide a better corporate image.

C. The Cisco Collaboration Architecture improves the means by which a company can stay in touch with customers.

D. The Cisco Collaboration Architecture provides real-time call detail records

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E. Transition to Collaboration Architecture is easier than transition to a closed, legacy system

Correct Answer: AC

QUESTION 4

Which three statements about the Cisco Voice Messaging portfolio are true? (Choose three.)

A. Cisco Unity Connection could be installed on a router.

B. Cisco Unity Connection supports up to 20,000 mailboxes per server.

C. Cisco Unity Express supports up to 500 mailboxes.

D. Cisco Unity Express could be installed on a Cisco MCS server

E. Cisco Unity Express supports redundancy.

F. Cisco Unity Express offers integrated auto attendant capabilities

G. Cisco Unity Connection messaging access is only supported via IP phones and email clients

H. Cisco Unity is offered as an appliance running on Linux.

Correct Answer: BEF

QUESTION 5

Which two customer statements present business ROI? (Choose two)

A. Cisco Collaboration helps us to increase the productivity of our sales force and to gain new revenue streams through new customers

B. Cisco Telepresence can integrate with our existing video infrastructure

C. With Cisco Collaboration, we will engage quicker with third-party suppliers and will shorten go- to-market time for innovative products globally

D. With Cisco Collaboration, we can deploy Extension Mobility, which will allow employees to "touchdown" at any workspace

E. A Cisco Collaboration Architecture will improve our company\\'s morale

Correct Answer: AC

QUESTION 6

Which two are benefits of the Cisco Unified Communications Mobile Solutions? (Choose two)

A. Ability to join Cisco WebEx meetings remotely with a variety of smart phones

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B. Implementing the Cisco Unified Wireless IP Phone 7925G-EX as a full-featured GSM phone

C. Ability to avoid all cellular charges

D. Deployment simplicity

E. Ability to keep mobile/cellular costs under control

Correct Answer: AE

QUESTION 7

Which three options are ways that customers benefit from the Cisco Technology Developer Program? (Choose three.)

A. Complete access to Cisco technologies and support resources

B. Faster, more successful deployments

C. Display the Cisco Compatible logo in association with their product offering

D. Exponentially expands the number and quality of rich, new business solutions

E. Opportunity to participate in Cisco research and development to develop next-generation Cisco Collaboration solutions

Correct Answer: CDE

Reference:

http://www.cisco.com/en/US/prod/collateral/voicesw/ps6788/vcallcon/ps11369/c22_728428_third_ party_apps.pdf

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QUESTION 8

Cisco Collaboration is expensive. This is a very common FUD statement. Which two are proven ways of handling this statement? (Choose two)

A. Cisco is trusted for delivering quality and reliable world class solutions, support, and services, hence its collaboration solution is expensive

B. Cisco is a proven vendor and its collaboration portfolio is very competitively priced when compared to similar vendors in the market

C. Cisco collaboration might demand higher CAPEX but it is worthwhile since OPEX will be reduced significantly during the life cycle

D. Cisco\\'s end-to-end solution saves money through centralized management and enhanced scalability and flexibility

E. Cisco has the most comprehensive collaboration portfolio and flexible delivery model offerings in the market at a the most affordable price

Correct Answer: BC

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QUESTION 9

In which deployment model does the service provider host dedicated equipment within its network operations center for a predictable monthly cost?

A. Managed customer-premises

B. Equipment services

C. Fully hosted unified communications

D. Advanced services mode

E. Hybrid or blended model

Correct Answer: C

Reference:

http://www.cisco.com/en/US/prod/collateral/voicesw/custcosw/ps5693/ps11349/ccaas_brochure.p df (7th bulleted point on the page)

QUESTION 10

Which option describes the function of the applications and services layer of the Cisco Unified Communications system architecture?

A. It lays the foundation upon which all other layers are deployed

B. It monitors and manages the Cisco Unified Communications network and applications

C. It handles the processing and routing of calls throughout the system

D. It adds enhanced user features to the system

Correct Answer: D

Reference: http://www.cisco.com/en/US/docs/voice_ip_comm/cucm/srnd/8x/intro.html

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