



Advanced IP NGN Architecture Sales

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QUESTION 1

A financial manager would ask which two questions regarding the introduction of new Cisco IP NGN solutions? (Choose two.)

- A. What is the TCO of the solution?
- B. What is the ROI of the proposed solution?
- C. How much does it cost?
- D. Are there leasing options for this equipment?
- E. What are the business benefits of the proposed solution?

Correct Answer: AE

QUESTION 2

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 3

What is the main portal where Cisco Partners can access the tools and resources they need for their sales and support efforts?

- A. Cisco Partner Talent Network
- B. Cisco Partner Education Connection
- C. Cisco Partner Central
- D. Cisco Interoperability Portal

Correct Answer: A



QUESTION 4

Which three options will deliver cost reduction, financial profitability, and improve the overall ROI? (Choose three.)

- A. software updates
- B. non-redundant solution
- C. TAC issue resolution
- D. parts replacement
- E. training cost reduction
- F. staff reduction

QUESTION 5

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

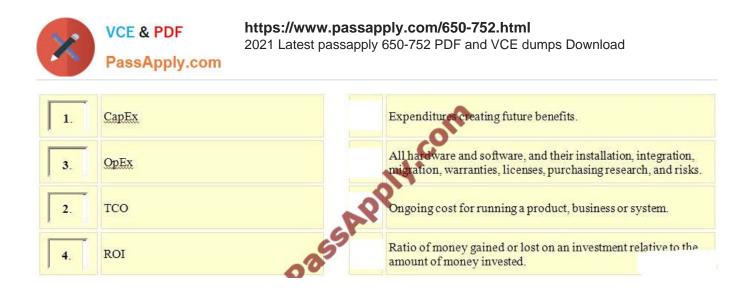
| CapEx | 1. | Expenditures creating future benefits. |
|----------|----|--|
| OpEx | 2. | All hardware and software, and their installation, integration, migration, warranties, licenses, purchasing research, and risks. |
| тсо | 9 | Ongoing cost for running a product, business or system. |
| ROI 0055 | 4. | Ratio of money gained or lost on an investment relative to the amount of money invested. |

Select and Place:

| CapEx | 1. | Expenditures creating future benefits. |
|---------|----|--|
| OpEx | 2. | All hardware and software, and their installation, integration, migration, warranties, licenses, purchasing research, and risks. |
| тсо | 0 | Ongoing cost for running a product, business or system. |
| ROI 035 | 4. | Ratio of money gained or lost on an investment relative to the amount of money invested. |

Correct Answer:

Correct Answer: ACD



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