



700-037^{Q&As}

Advanced Collaboration Architecture Sales Specialist

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QUESTION 1

Which is a feature of UCS C-series servers?

- A. Server recovery via VMware High Availability and SAN
- B. Requires a RTMT Cisco UCSM. CIM-compliant console, and a SAN console
- C. Manual provisioning and remote management via Cisco IMC
- D. Auto-provisioning and remote management via Cisco UCSM

Correct Answer: C

QUESTION 2

Which of the following deployment scenarios will be most suitable for a customer that requires full telephony feature transparency, requires high availability and has two sites with 3000 IP phones connected via a low-delay connection?

- A. Intermedia engine solution
- B. Multisite WAN with centralized call processing
- C. Multisite WAN with distributed call processing
- D. Clustering over the IP WAN

Correct Answer: D

QUESTION 3

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

QUESTION 4



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

QUESTION 5

Which statement describes the Cisco strategy for Cisco Telepresence\`?

- A. Cisco Telepresence is a pure, high-end videoconferencing solution
- B. Cisco Telepresence is personal, multipurpose, and immersive.
- C. Cisco Telepresence is low-cost video for everyone, everywhere.
- D. Cisco Telepresence is personal, single-purpose, and immersive.

Correct Answer: B

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