700-037^{Q&As}

Advanced Collaboration Architecture Sales Specialist

Pass Cisco 700-037 Exam with 100% Guarantee

Free Download Real Questions & Answers **PDF** and **VCE** file from:

https://www.passapply.com/700-037.html

100% Passing Guarantee
100% Money Back Assurance

Following Questions and Answers are all new published by Cisco
Official Exam Center

⚙ **Instant Download** After Purchase

⚙ **100% Money Back** Guarantee

⚙ **365 Days** Free Update

⚙ **800,000+** Satisfied Customers

QUESTION 1

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

QUESTION 2

In which layer of the Cisco Collaboration Architecture do you find session and content management?

A. Endpoint device layer

B. Collaboration applications layer

C. Infrastructure layer

D. Collaboration services layer

Correct Answer: D

QUESTION 3

Which statement about Cisco WebEx Meeting Center is true?

A. It is powered by Jabber XMPP and can be used for one-on-one or group chat and file transfers

B. It is an award-winning flagship product that simulates a traditional live meeting in an online environment

C. It displays life-size, remarkably clear video images, which provide a "face-to-face" meeting with remote customers, suppliers, and partners.

D. It is fully scalable, is delivered entirely over the public Internet, and is optimized for security, performance, and reliability.

Correct Answer: B

QUESTION 4

You are discussing unified communications applications with a customer. The same customer has also been approached by ShoreTel. The customer feels that the ShoreTel solution lacks complexity and is easy to use

Which response is best in this situation?

A. Cisco continuously enhances interfaces to simplify system administration and provide ease-of- use

B. The Cisco solution is complex, but Cisco has certified partners to provide practical advice and hands-on expertise

C. Cisco provides a complete solution and superior applications, therefore the complexity increases

D. Cisco provides a converged architecture that is simple and easy to use

Correct Answer: A

QUESTION 5

Which company stakeholder may ask questions relating to improving resource efficiency while maintaining regulatory compliance during evaluation of a new architecture or strategy?

A. Chief Financial Officer

B. Chief Information Officer

C. Chief Executive Officer

D. Vice President

Correct Answer: B

Latest 700-037 Dumps   700-037 PDF Dumps   700-037 VCE Dumps