



700-037^{Q&As}

Advanced Collaboration Architecture Sales Specialist

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QUESTION 1

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 2

Which two characteristics are differentiators for the Cisco ISR router compared to the competition? (Choose two.)

- A. Decoupling the delivery of software from hardware on optional service modules
- B. Integration of WLAN access points
- C. Routes network traffic down alternative paths to avoid congestion, which switches cannot do
- D. Support of analog voice connections
- E. Operational simplicity through a single, universal Cisco IOS Software image. Services Ready Engine. EnergyWise innovations, and investment protection

Correct Answer: AE

Reference: <http://www.sajeps.com/sw/common/custom/internet/custompage.asp?SWAPPID=74andSubPageID=57259andtraffictype=Direct>

QUESTION 3

Mobile workers and teleworkers do not have direct access to coworkers, but they must engage with them regularly.

Which three collaboration tools benefit these workers? (Choose three.)

- A. Cisco Jabber
- B. Cisco Video Conferencing
- C. Cisco Emergency Responder
- D. Cisco Unified Contact Center Express
- E. Cisco Unified Communications



Correct Answer: ABE

QUESTION 4

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 5

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/>

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