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 three statements about Cisco Unified Communications Manager are true? (Choose three.)

A. It supports the full range of collaboration services only on Cisco devices

B. It supports the full range of collaboration services on Cisco and third-party devices.

C. It is used only to support voice routing and calling

D. It replaces the analog technology of PBX with a centralized IP-based communications infrastructure.

E. It is at the center of the Cisco collaboration architecture.

F. It combines the analog technology of PBX with a centralized IP-based communications infrastructure.

Correct Answer: BDE

QUESTION 3

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

QUESTION 4

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 5

Which two options represent the critical concerns of a desktop application manager regarding Cisco Collaboration Architecture\\'? (Choose two.)

A. Implementing instant messaging can become a security threat How secure is your Collaboration application?

B. I\\'m concerned about integration into our existing application infrastructure.

C. Can your Collaboration application self-diagnose problems?

D. I\\'m concerned about the reporting capabilities of your desktop collaboration application.

E. Collaboration sounds sophisticated, but how does this support our sales force?

Correct Answer: AB

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