



# 700-037<sup>Q&As</sup>

Advanced Collaboration Architecture Sales Specialist

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### QUESTION 1

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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### QUESTION 2

Which three options are benefits of Cisco Prime Collaboration? (Choose three)

- A. It enables comprehensive monitoring and diagnostics for Cisco Unified Communications and Cisco Telepresence systems.
- B. It provides historical reporting and trending on Collaboration business metrics.
- C. It verifies whether the network is secure and efficient.
- D. It enables automatic monitoring and repair of Cisco devices and software applications.
- E. It reduces the expertise needed to manage changes that occur when the network is operational
- F. It ensures consistent configurations by increasing the per-user configuration time

Correct Answer: ABE

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### QUESTION 3

Which three statements about Alcatel Lucent is correct? (Choose three)

- A. The Aura architecture is Alcatel Lucent's flagship architecture that joins their Service Provider portfolio together
- B. Alcatel Lucent is Cisco's closest competitor in IP based telephone handsets and mobile communications applications
- C. Alcatel Lucent is Cisco's closest competitor in Market Share of Carrier Routing and Switching



D. Alcatel Lucent's core product is Service Provider Edge Routing equipment

E. The High Leverage Network (HLN) is Alcatel Lucent's flagship architecture that joins their Service Provider portfolio together

Correct Answer: CDE

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#### QUESTION 4

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

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#### QUESTION 5

Which digital signaling is correctly mapped to its functionality?

A. T1 and E1 PRI - Uses the Q Signaling variation of the basic ISDN specification

B. T1 FGD - Uses a single D channel to control multiple spans of T1s with only B channels option

C. T1 CAS - Used widely in North America to connect to the PSTN or PBXs

D. T1 PRI NFAS - Used to connect to the PSTN where caller ID is required and PRI is not an option

Correct Answer: C

Reference:

[http://www.cisco.com/en/US/docs/voice\\_ip\\_comm/cucme/srnd/design/guide/gatewy.html](http://www.cisco.com/en/US/docs/voice_ip_comm/cucme/srnd/design/guide/gatewy.html) (see table 4-2)

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