



700-039^{Q&As}

Advanced Collaboration Architecture Sales Engineer

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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. Cisco and Cisco Partners have vast experience in smooth migration scenarios. Deployment has no risks
- B. Collaboration Architecture is much more than just IP telephony. A fully-deployed solution optimizes business processes and enhances customer satisfaction.
- C. Our competitors are sticking to PBX solution and are losing market share Collaboration is a risk-free approach.
- D. Our solutions create a satisfied workforce, which results in higher productivity.

Correct Answer: B

QUESTION 2

Which three options are important selling points for Cisco against Microsoft? (Choose three.)

- A. Cisco provides unparalleled value to the managed service provider.
- B. Cisco routers represent a competitive edge in remote offices.
- C. Cisco has the maturity both in technology development and empirical deployment to scale to the requirements of large enterprises.
- D. Cisco is well respected and is the only serious choice in collaboration.
- E. Cisco better enables for mobility and deskless workers.
- F. Cisco Unified Presence can be integrated with Microsoft Office Communicator and Microsoft Lync.

Correct Answer: CEF

QUESTION 3

Which option leads to the development of high-level and detailed customer designs?

- A. Mapping collaboration maps with the customer's existing solutions
- B. Mapping collaboration maps with the customer assessment procedure
- C. Mapping collaboration maps with the customer business model
- D. Mapping collaboration maps with the Cisco Collaboration Architecture solutions

Correct Answer: D



QUESTION 4

Which two options are differentiators of the Cisco Collaboration Architecture? (Choose two.)

- A. Collaboration tools are set up all at once
- B. Ability of Cisco to integrate with many other collaboration solutions
- C. Integration of Cisco Presence into the solution
- D. Business-to-business extensibility
- E. Prestige of the solution

Correct Answer: BD

QUESTION 5

Which list of the steps of migration is in the correct sequence?

- A. Deploy Cisco Unified Communications service, deploy UC to the remote sites, deploy UC at the central site, deploy UC-ready IP infrastructure
- B. Deploy UC-ready IP infrastructure, deploy Cisco Unified Communications service, deploy UC at the central site, deploy UC to the remote sites
- C. Deploy UC-ready IP infrastructure, deploy Cisco Unified Communications service, deploy UC to the remote sites, deploy UC at the central site
- D. Deploy Cisco Unified Communications service, deploy UC-ready IP infrastructure, deploy UC to the remote sites, deploy UC at the central site

Correct Answer: B

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