Cisco

Exam 700-037

Advanced Collaboration Architecture Sales Specialist

Verson: Demo

[Total Questions: 10]

Question No : 1

Which feature in Cisco WebEx is the most important differentiator compared to other vendors in the collaboration technology?

A. Cisco WebEx is always installed on-premises.
B. With an account, everyone can join Cisco WebEx meetings
C. Web conferencing service is delivered over a proprietary network, which is optimized for security, performance, and reliability.
D. Cisco WebEx could be installed or collocated with Cisco Unified Communications Manager

Answer: C

Question No : 2

Which three statements about the Cisco Voice Messagingportfolio are true?(Choose three.)

A. Cisco Unity Connection could be installed on a router.
B. Cisco Unity Connection supports up to 20,000 mailboxes per server.
C. Cisco Unity Express supports up to 500 mailboxes.
D. Cisco Unity Express could be installed on a Cisco MCS server
E. Cisco Unity Express supports redundancy.
F. Cisco Unity Express offers integrated auto attendant capabilities
G. Cisco Unity Connection messaging access is only supported via IP phones and email clients
H. Cisco Unity is offered as an appliance running on Linux.

Answer: B,E,F

Question No : 3

Which three statements are benefits of a financial analysis? (Choose three)

A. It increases the size of the deal and the potential services revenue
B. It encourages the customer to examine Cisco Unified Communications in more detail
C. It is a simple process and it can be completed in time, well within the sales cycle.
D. It requires minimal resources and is risk-free.
E. It highlights strategic and tactical benefits.

F. It uses ROI measures that are always accepted by other stakeholders or the CFO.

Answer: A,B,E

Question No : 4

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.

Answer: B
Reference:https://communities.cisco.com/servlet/JiveServlet/previewBody/24463-102-1-40812/WebEx_Meeting_Center_Overview.ppt

Question No : 5

Where will an account manager find the largest source of case studies, whitepapers.demos, and vertical-oriented information around Cisco Collaboration?

A. Collaboration Use Case
B. QuickStart for Cisco Collaboration FY2013
C. Cisco Competitive Edge Portal
D. Steps to Success
E. Cisco Collaboration business case

Answer: E

Question No : 6

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

Answer: B,C,D

Reference:http://www.cisco.com/en/US/products/ps11337/

Question No : 7

Which three roles belong to an informal buying center that the account manager must be aware of? (Choose three)

A. Gatekeeper
B. Partner
C. Initiator
D. Seller
E. Buyer
F. Dealer

Answer: A,C,E

Question No : 8

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

A. Cisco better enables for mobility and deskless workers.

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

Answer: A,C,D

Question No : 9

Which option aligns licensing to these three key role-based licenses: Power User, Information Work, and Officer Worker?

A. Right-to-Use Licenses
B. Cisco Unity Connection 9.0 Licensing
C. Cisco Unified Workspace Licensing
D. Device License Units

Answer: C

Question No : 10

Which of the following deployment scenarios will be most suitable for a customer that requires full telephony feature transparency, requires high availability and has two sites with 3000 IP phones connected via a low-delay connection?

A. Intermedia engine solution
B. Multisite WAN with centralized call processing
C. Multisite WAN with distributed call processing
D. Clustering over the IP WAN

Answer: D