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# 46150T$^{Q\&As}$

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QUESTION 1

A customer seeks a communications system for up to 150 sites, with access to advanced mobility and customer-engagement features, packaged as an easy-to-deploy appliance. Which Avaya IP Office™ edition best fits this need?

A. Preferred Edition

B. IP Office™ Select

C. Basic Edition

D. Server Edition

E. Essential Edition

Correct Answer: D


QUESTION 2

The Director of IT indicates to your business partner that they are accepting bids on a telephony system for 100 employees, and the lowest-cost proposal will win the contract. Which next step do you encourage the partner to take?

A. Propose a solution based on Avaya IP Office™ Essential Edition.

B. Reach out to line-of-business leaders to learn their needs.

C. Propose a solution based on Avaya IP Office™ Basic Edition.

D. When proposing a solution, emphasize ROI (return on investment).

E. Propose a solution based on Avaya IP Office™ Preferred Edition.

Correct Answer: C


QUESTION 3

Which of the following platforms can be used in an on-premises UC unified communications solution based on Avaya IP Office™ Basic, Essential or Preferred Edition?

A. Hyper-V

B. Linux Server

C. IP500 V2

D. Cloud computing platform

E. Vmware

Correct Answer: D

QUESTION 4

A prospective customer contact says, "The primary concern in my business right now is return on investment." Which of the following is the best response, in terms of advancing the conversation and pursuing the vendor and partner\\'s interests?

A. Tell me more about your business.

B. Would you be interested in an Avaya IP Office™ system?

C. Avaya IP Office™ always delivers the highest ROI!

D. How do you measure productivity?

E. We can reduce the price to meet your target number.

Correct Answer: C

QUESTION 5

A line of business leader tries giving you the brush-off by sending you back to the IT team, saying, "I'm too busy whipping this contact center into shape to talk technology." Which of the following responses will most likely keep you in the room?

A. I've already got everything I need from the IT team, I need to hear it from you!

B. Maybe we can help. What\\'s keeping your agents from meeting their goals?

C. Doing your due diligence with us will buy you sweat equity with IT.

D. Avaya has a long history of placing solutions in the contact-center environment.

E. In a way, aren\\'t we all on the IT team?

Correct Answer: A

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