



# 650-752<sup>Q&As</sup>

Advanced IP NGN Architecture Sales

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#### QUESTION 1

A financial manager would ask which two questions regarding the introduction of new Cisco IP NGN solutions? (Choose two.)

- A. What is the TCO of the solution?
- B. What is the ROI of the proposed solution?
- C. How much does it cost?
- D. Are there leasing options for this equipment?
- E. What are the business benefits of the proposed solution?

Correct Answer: AE

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#### QUESTION 2

For a service provider in the early financial lifecycle, what is the main financial consideration?

- A. loss assumption
- B. loan availability
- C. service provider budget assumption
- D. margin assumption

Correct Answer: C

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#### QUESTION 3

What is the challenge for the modern service provider who wants to monetize the various services?

- A. a billing system that supports all services enabled in the network
- B. video broadcasting
- C. different types of access technologies
- D. MPLS over IPv4

Correct Answer: B

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#### QUESTION 4

Which three options will deliver cost reduction, financial profitability, and improve the overall ROI? (Choose three.)

- A. software updates



- B. non-redundant solution
- C. TAC issue resolution
- D. parts replacement
- E. training cost reduction
- F. staff reduction

Correct Answer: ACD

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#### QUESTION 5

What are the four sub-layers in the Cisco IP NGN architecture infrastructure layer? (Choose four.)

- A. access
- B. aggregation
- C. distribution
- D. core
- E. edge
- F. extension
- G. collapsed distribution
- H. shared aggregation

Correct Answer: ABDE

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