



700-037^{Q&As}

Advanced Collaboration Architecture Sales Specialist

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QUESTION 1

In which deployment model does the service provider host dedicated equipment within its network operations center for a predictable monthly cost?

- A. Managed customer-premises
- B. Equipment services
- C. Fully hosted unified communications
- D. Advanced services mode
- E. Hybrid or blended model

Correct Answer: C

Reference:

[http://www.cisco.com/en/US/prod/collateral/voicesw/custcosw/ps5693/ps11349/ccaas_brochure.p df](http://www.cisco.com/en/US/prod/collateral/voicesw/custcosw/ps5693/ps11349/ccaas_brochure.pdf) (7th bulleted point on the page)

QUESTION 2

Which statement is an important selling point for Cisco against Avaya?

- A. Cisco is well respected and is the proven leader in collaboration.
- B. Cisco supports deskless workers
- C. Cisco can offer a complete end-to-end solution
- D. Cisco has acquired more than 100 innovative companies.

Correct Answer: C

QUESTION 3

In which layer of the Cisco Collaboration Architecture do you find session and content management?

- A. Endpoint device layer
- B. Collaboration applications layer
- C. Infrastructure layer
- D. Collaboration services layer

Correct Answer: D



QUESTION 4

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

Correct Answer: D

QUESTION 5

Which option provides sophisticated and distributed ACD, IVR, CTI, and agent and desktop services in a single server?

- A. Cisco IP contact Center Express
- B. Cisco Unified Contact Center Express
- C. Cisco Unified Customer Voice Portal
- D. Cisco Unified Contact Center Enterprise

Correct Answer: A

Reference: http://www.cisco.com/en/US/prod/collateral/voicesw/custcosw/ps5693/ps1846/product_data_sheet_09186a008017ffaa.html (third para)

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