



700-037^{Q&As}

Advanced Collaboration Architecture Sales Specialist

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QUESTION 1

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 2

Which two collaboration strategies address today's business challenges? (Choose two.)

- A. Improve routine task automation with dedicated tools and systems
- B. Establish a trust relationship and maintain customer intimacy at a distance.
- C. Ensure an effective environment to store an increasing amount of input information
- D. Ensure the security of voicemail messages.
- E. Manage and support the blurring border between the work and personal worlds

Correct Answer: AE

QUESTION 3

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



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QUESTION 4

Which option describes the function of the applications and services layer of the Cisco Unified Communications system architecture?

- A. It lays the foundation upon which all other layers are deployed
- B. It monitors and manages the Cisco Unified Communications network and applications
- C. It handles the processing and routing of calls throughout the system
- D. It adds enhanced user features to the system

Correct Answer: D

Reference: http://www.cisco.com/en/US/docs/voice_ip_comm/cucm/srnd/8x/intro.html

QUESTION 5

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

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