



700-037^{Q&As}

Advanced Collaboration Architecture Sales Specialist

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QUESTION 1

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 2

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

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

Correct Answer: C

QUESTION 3

Which two customer statements present business ROI? (Choose two)

- A. Cisco Collaboration helps us to increase the productivity of our sales force and to gain new revenue streams through new customers
- B. Cisco Telepresence can integrate with our existing video infrastructure
- C. With Cisco Collaboration, we will engage quicker with third-party suppliers and will shorten go-to-market time for innovative products globally
- D. With Cisco Collaboration, we can deploy Extension Mobility, which will allow employees to "touchdown" at any workspace
- E. A Cisco Collaboration Architecture will improve our company's morale

Correct Answer: AC



QUESTION 4

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

Correct Answer: BCD

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

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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