



700-039^{Q&As}

Advanced Collaboration Architecture Sales Engineer

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QUESTION 1

You are discussing unified communications applications with a customer. The same customer has also been approached by ShoreTel. The customer feels that the ShoreTel solution lacks complexity and is easy to use.

Which response is best in this situation?

- A. Cisco provides a converged architecture that is simple and easy to use.
- B. Cisco provides a complete solution and superior applications, therefore the complexity increases.
- C. The Cisco solution is complex, but Cisco has certified partners to provide practical advice and hands-on expertise.
- D. Cisco continuously enhances interfaces to simplify system administration and provide ease-of- use.

Correct Answer: D

QUESTION 2

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 3

Where will an account manager find the largest source of case studies, whitepapers, demos, and vertical-oriented Information around Cisco Collaboration?

- A. Collaboration Use Case
- B. QuickStart for Cisco Collaboration
- C. Cisco Competitive Edge Portal
- D. Steps to Success
- E. Cisco Collaboration business case

Correct Answer: E



QUESTION 4

Which list of the steps of migration is in the correct sequence?

- A. Deploy Cisco Unified Communications service, deploy UC to the remote sites, deploy UC at the central site, deploy UC-ready IP infrastructure
- B. Deploy UC-ready IP infrastructure, deploy Cisco Unified Communications service, deploy UC at the central site, deploy UC to the remote sites
- C. Deploy UC-ready IP infrastructure, deploy Cisco Unified Communications service, deploy UC to the remote sites, deploy UC at the central site
- D. Deploy Cisco Unified Communications service, deploy UC-ready IP infrastructure, deploy UC to the remote sites, deploy UC at the central site

Correct Answer: B

QUESTION 5

Which two are features of Cisco Unified Communications Manager Business Edition 6000? (Choose two.)

- A. It unifies desk phone, wireless phone, IP phone, and instant messaging.
- B. It has capacity for 75 to 300 users and supports up to 10 sites
- C. It runs on the Cisco MCS 7890 hardware
- D. It is backwards compatible, which means that it will run on old Cisco MCS hardware.
- E. It supports Cisco Unified Contact Center Express.

Correct Answer: AE

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