



700-651^{Q&As}

Cisco Collaboration Architecture Sales Essentials

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QUESTION 1

Which components of the on-premises collaboration solution offer IP firewall traversal for B2B and B2C calling?

- A. Cisco Expressway Core and Expressway Edge
- B. Cisco TelePresence Conductor
- C. Cisco TelePresence Server
- D. Cisco Unity Connection server

Correct Answer: A

QUESTION 2

How many devices does the Cisco UCL Enhanced Plus support?

- A. 10
- B. 5
- C. 2
- D. 1

Correct Answer: C

QUESTION 3

Which capabilities can be provided by Polycom?

- A. video endpoints, voice endpoints, call center functions
- B. video endpoints, voice endpoints, conferencing
- C. conferencing, call center functions, instant messaging
- D. call control, voice endpoints, contact center

Correct Answer: B

QUESTION 4

Which factors help determine the collaboration fit?

- A. complexity and interactivity
- B. audience size and distribution



C. complexity and duration

D. complexity and audience size

Correct Answer: D

QUESTION 5

Which option do all aspects of the Unified Communications and Collaboration system rely on?

A. licensing that is purchased

B. administrator security rights

C. proper design and deployment of the system architecture

D. proper delegation of tasks during the sales cycle and deployment

Correct Answer: C

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