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QUESTION 1

Suppose that a Cisco Partner wants to achieve Cisco Gold Certified status with a Borderless Network Architecture Specialization. Which two things must be done? (Choose two.)

A. Company must have a Cisco.com ID.

B. Company must send an email to the Cisco Partner team for automatic approval.

C. Company must complete a Specialization application, located on the Partner Central web page.

D. Nothing is required, because the company is a registered Cisco Partner.

Correct Answer: AC

A complete guide to all of the requirements for the Partner Borderless Network Architecture Specialization can be found at the following URL: http://www.cisco.com/web/partners/partner_with_cisco/channel_partner_program/resale/speciali zations/ adv_borderless_arch.html

QUESTION 2

Telepresence and video conferencing have been an increasingly important component of the overall video market. Which indicator is the best measure of the continued importance of these technologies going forward?

A. The annual growth rate of the video conferencing market is at least 20 percent.

B. Generation Y was raised on video, and it represents 17 percent of the world population.

C. The Cisco long-term growth rate target is 12 percent to 17 percent.

D. The U.S. Internet traffic annual growth rate is more than 40 percent.

Correct Answer: A

Studies show that the annual growth rate of the video conferencing market more than 20 percent, verifying the importance for video conferencing solutions.

QUESTION 3

Which statement best describes Infrastructure as a Service?

A. software-only switch that resides on the server

B. a cloud infrastructure that is available to the general public

C. end-to-end data center orchestration for computing, network, and storage

D. computing, network, and storage capabilities that are delivered over the network on a pay-as- you-go basis

E. a complete software offering on the cloud, such as on-demand web conferencing and collaboration

Correct Answer: D

Today, well-known clouds are typically associated with an off-premises, hosted model. These external, or public, clouds involve IT resources and services sold with cloud computing qualities, such as self-service, pay-as-you-go billing, on-demand provisioning, and the appearance of infinite scalability. They are accessed through web browsers or through APIs and offer nearly unlimited capacity on demand at pay- per-use pricing, but with limited customer control. Some external cloud types include: ?Software as a service, in which application services are delivered over the network on a subscription basis: for example, Salesforce.com ?Platform as a service, in which software development frameworks and components are delivered over the network on a pay-as-you-go basis: for example, Google Apps ?Infrastructure as a service, in which computing, network, and storage services are delivered over the network on a pay-as-you-go basis: for example, Amazon EC2 Reference:
http://www.cisco.com/en/US/solutions/collateral/ns340/ns517/ns224/ns836/ns976/white_paper_c 11- 543729.html

QUESTION 4

The Cisco Unified Communications Manager Session Management Edition best addresses the needs of which two types of businesses? (Choose two.)

A. large Cisco data accounts with IP networks

B. companies with many multilocation offices that are served by legacy PBX systems

C. enterprises that seek continuous telephone services for branch offices

D. manufacturers that seek immediate deployment of IP networks

E. small, single-site companies that want to take advantage of IP trunking

Correct Answer: BE

Session Management Edition routes among SIP-compliant elements and interworks with older components using legacy protocols (for example, H.323 and Q.SIG) to enable a broad range of unified communications services and to realize operational savings while providing an optimal user experience. It also allows for cost savings using IP trunking.

QUESTION 5

What are the three partner benefits of service contracts? (Choose three.)

A. produces higher margins than product sales alone

B. generates recurring revenue

C. strengthens customer loyalty

D. renews automatically for the lifetime of the product

E. helps customers speed architectural planning and design

F. eliminates network problems

Correct Answer: ABC

Cisco service contract provides you with the opportunity to:

?atch more sales opportunities, generate recurring revenue, and increase customer loyalty. On average, 80% of your customers\\' networks are not covered by services and that 16% of the products need to be refreshed. So your next sale

with your customer is right in front of you. ?ttract more customers by combining Cisco intellectual property, delivery infrastructure and tools with your own branded services. This creates a unique offering and price structure you can tailor to

your customers? needs. ?rab higher margins, higher attach rates and recurring revenue because all devices are covered on one contract.

?et proactive monitoring, near-time alerts and all the support you need to fix issues fast. Your customers get peace of mind knowing that their risk of downtime is greatly reduced and that they have a consistent, knowledgeable advisor

watching over them.

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