

700-039^{Q&As}

Advanced Collaboration Architecture Sales Engineer

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QUESTION 1

Which three statements are benefits of a financial analysis? (Choose three.)

- A. It uses ROI measures that are always accepted by other stakeholders or the CFO.
- B. It increases the size of the deal and the potential services revenue
- C. It highlights strategic and tactical benefits.
- D. It requires minimal resources and is risk-free
- E. It encourages the customer to examine Cisco Unified Communications in more detail.
- F. It is a simple process and it can be completed in time, well within the sales cycle.

Correct Answer: BCE

QUESTION 2

Which digital signaling is correctly mapped to its functionality?

- A. T1 PRI NFAS - Used to connect to the PSTN where caller ID is required and PRI is not an option
- B. T1 CAS - Used widely in North America to connect to the PSTN or PBXs
- C. T1 FGD - Uses a single D channel to control multiple spans of T1s with only B channels option
- D. T1 and E1 PRI - Uses the Q Signaling variation of the basic ISDN specification

Correct Answer: B

QUESTION 3

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

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

Correct Answer: BE

QUESTION 4

Which two of the following are reasons why it is important to clearly understand a customer's business model when preparing the Cisco Collaboration Architecture proposal for that customer? (Choose two.)

- A. It unveils the weaknesses of the customer's business model
- B. It defines CapEx and OpEx parameters for easier definition of value proposition.
- C. It presents how collaboration can increase efficiency and value creation.
- D. It helps to show how to improve ROI and TCO, and align them with Cisco Collaboration Architecture.
- E. It helps to link Cisco Collaboration Architecture directly to that business model

Correct Answer: CE

QUESTION 5

Which company stakeholder may ask questions relating to improving resource efficiency while maintaining regulatory compliance during evaluation of a new architecture or strategy?

- A. Chief Financial Officer
- B. Chief Information Officer
- C. Chief Executive Officer
- D. Vice President

Correct Answer: B

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