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QUESTION 1

Which is a feature of UCS C-series servers?

A. Server recovery via VMware High Availability and SAN

B. Requires a RTMT Cisco UCSM. CIM-compliant console, and a SAN console

C. Manual provisioning and remote management via Cisco IMC

D. Auto-provisioning and remote management via Cisco UCSM

Correct Answer: C

QUESTION 2

Which two are benefits of the Cisco Unified Communications Mobile Solutions? (Choose two)

A. Ability to join Cisco WebEx meetings remotely with a variety of smart phones

B. Implementing the Cisco Unified Wireless IP Phone 7925G-EX as a full-featured GSM phone

C. Ability to avoid all cellular charges

D. Deployment simplicity

E. Ability to keep mobile/cellular costs under control

Correct Answer: AE

QUESTION 3

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

A. It increases the size of the deal and the potential services revenue

B. It encourages the customer to examine Cisco Unified Communications in more detail

C. It is a simple process and it can be completed in time, well within the sales cycle.

D. It requires minimal resources and is risk-free.

E. It highlights strategic and tactical benefits.

F. It uses ROI measures that are always accepted by other stakeholders or the CFO.

Correct Answer: ABE

QUESTION 4

Which three options are ways that customers benefit from the Cisco Technology Developer Program? (Choose three.)

A. Complete access to Cisco technologies and support resources

B. Faster, more successful deployments

C. Display the Cisco Compatible logo in association with their product offering

D. Exponentially expands the number and quality of rich, new business solutions

E. Opportunity to participate in Cisco research and development to develop next-generation Cisco Collaboration solutions

Correct Answer: CDE

Reference:

http://www.cisco.com/en/US/prod/collateral/voicesw/ps6788/vcallcon/ps11369/c22_728428_third_ party_apps.pdf

QUESTION 5

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 FY2013

C. Cisco Competitive Edge Portal

D. Steps to Success

E. Cisco Collaboration business case

Correct Answer: E

QUESTION 6

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 Cisco Unified Communications service, deploy UC-ready IP infrastructure, deploy UC to the remote sites, deploy UC at the central site

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

Correct Answer: D

QUESTION 7

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 8

Which two reasons make the Cisco Collaboration Architecture important for the marketing manager? (Choose two.)

A. Cisco Collaboration Architecture can support the sales force to achieve higher productivity.

B. The marketing manager is interested in how the Cisco Collaboration Architecture will help provide a better corporate image.

C. The Cisco Collaboration Architecture improves the means by which a company can stay in touch with customers.

D. The Cisco Collaboration Architecture provides real-time call detail records

E. Transition to Collaboration Architecture is easier than transition to a closed, legacy system

Correct Answer: AC

QUESTION 9

Which option describes the function of the applications and services layer of the Cisco Unified Communications system architecture?

A. It lays the foundation upon which all other layers are deployed

B. It monitors and manages the Cisco Unified Communications network and applications

C. It handles the processing and routing of calls throughout the system

D. It adds enhanced user features to the system

Correct Answer: D

Reference: http://www.cisco.com/en/US/docs/voice_ip_comm/cucm/srnd/8x/intro.html

QUESTION 10

Which two options represent the critical concerns of a desktop application manager regarding Cisco Collaboration Architecture\\'? (Choose two.)

A. Implementing instant messaging can become a security threat How secure is your Collaboration application?

B. I\\'m concerned about integration into our existing application infrastructure.

C. Can your Collaboration application self-diagnose problems?

D. I\\'m concerned about the reporting capabilities of your desktop collaboration application.

E. Collaboration sounds sophisticated, but how does this support our sales force?

Correct Answer: AB

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