

700-039^{Q&As}

Advanced Collaboration Architecture Sales Engineer

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QUESTION 1

Which three options are benefits of Cisco Prime Collaboration? (Choose three.)

- A. It enables automatic monitoring and repair of Cisco devices and software applications.
- B. It enables comprehensive monitoring and diagnostics for Cisco Unified Communications and Cisco Telepresence systems.
- C. It provides historical reporting and trending on Collaboration business metrics.
- D. It verifies whether the network is secure and efficient.
- E. It reduces the expertise needed to manage changes that occur when the network is operational.
- F. It ensures consistent configurations by increasing the per-user configuration time.

Correct Answer: BCE

QUESTION 2

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 3

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 keep mobile/cellular costs under control
- D. Ability to avoid all cellular charges
- E. Deployment simplicity

Correct Answer: AC

QUESTION 4

Which two options are typically included in a Cisco Collaboration Architecture services proposal? (Choose two.)

- A. Competitive assessment
- B. Collaboration dashboard services
- C. End-user documentation services
- D. Compliance strategy consulting services
- E. Medianet-readiness assessment services

Correct Answer: AE

QUESTION 5

Which statement describes the Cisco strategy for Cisco Telepresence?

- A. Cisco Telepresence is personal, single-purpose, and immersive.
- B. Cisco Telepresence is a pure, high-end videoconferencing solution.
- C. Cisco Telepresence is personal, multipurpose, and immersive.
- D. Cisco Telepresence is low-cost video for everyone, everywhere.

Correct Answer: C

QUESTION 6

Which three statements about the Cisco Voice Messaging portfolio are true? (Choose three.)

- A. Cisco Unity Express could be installed on a Cisco MCS server.
- B. Cisco Unity Express offers integrated autoattendant capabilities.
- C. Cisco Unity Express supports redundancy.
- D. Cisco Unity Express supports up to 500 mailboxes.
- E. Cisco Unity Connection supports up to 20,000 mailboxes per server.
- F. Cisco Unity Connection messaging access is only supported via IP phones and email clients.
- G. Cisco Unity Connection could be installed on a router.
- H. Cisco Unity is offered as an appliance running on Linux.

Correct Answer: BCE

QUESTION 7

Which two statements describe how Cisco Validated Designs help to build BOM faster? (Choose two)

- A. They help a presales engineer to better understand a customer's business
- B. They help to verify any BOM that is created
- C. Cisco architects use Cisco Validated Designs to attach a network diagram to a BOM.
- D. Cross-architectural aspects assist with proper design.
- E. Proven, tested designs ensure BOM will not change frequently.

Correct Answer: DE

QUESTION 8

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

QUESTION 9

Which two statements about how PBX architectures compare to Cisco Unified Communications are true? (Choose two.)

- A. A PBX architecture offers advanced, integrated applications such as presence and integrated video.
- B. Cisco Unified Communications offers advanced, integrated applications such as presence and integrated video.
- C. Cisco Unified Communications provides historical reporting, unlike traditional PBXs.
- D. Cisco Unified Communications decreases costs of MACs
- E. A PBX offers increased security.

Correct Answer: BD

QUESTION 10

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

- A. The Cisco Collaboration Architecture provides real-time call detail records.
- B. Cisco Collaboration Architecture can support the sales force to achieve higher productivity.
- C. The marketing manager is interested in how the Cisco Collaboration Architecture will help provide a better corporate image.
- D. The Cisco Collaboration Architecture improves the means by which a company can stay in touch with customers.
- E. Transition to Collaboration Architecture is easier than transition to a closed, legacy system

Correct Answer: BD

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