Cisco

Exam 700-037

Advanced Collaboration Architecture Sales Specialist

Version: 6.0

[Total Questions: 50]

Question No : 1

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

Answer: C,D,E

Reference:http://www.cisco.com/en/US/prod/collateral/voicesw/ps6788/vcallcon/ps11369/c22_728428_third_party_apps.pdf

Question No : 2

In which deployment model does the service provider host dedicated equipment within its network operations center for a predictable monthly cost?

A. Managed customer-premises
B. Equipment services
C. Fully hosted unified communications
D. Advanced services mode
E. Hybrid or blended model

Answer: C

Reference:http://www.cisco.com/en/US/prod/collateral/voicesw/custcosw/ps5693/ps11349/ccaas_brochure.pdf(7th bulleted point on the page)

Question No : 3

Which collaborative quoting platform gives an account manager the autonomy to make deals and quote decisions from within a single workspace?

A. Cisco Partner Central
B. Cisco Commerce Workspace
C. Cisco Unified Communications Business Advisor
D. Cisco Smart Business Roadmap

Answer: C

Question No : 4

Which three options are important selling points for Cisco against Microsoft? (Choose three.)

A. Cisco better enables for mobility and deskless workers.
B. Cisco is well respected and is the only serious choice in collaboration.
C. Cisco Unified Presence can be integrated with Microsoft Office Communicator and Microsoft Lync.
D. Cisco has the maturity both in technology development and empirical deployment to scale to the requirements of large enterprises.
E. Cisco routers represent a competitive edge in remote offices.
F. Cisco provides unparalleled value to the managed service provider.

Answer: A,C,D

Question No : 5

Which option is an application in the Cisco IOS Software that provides call processing for as few as 15 and as many as 450 Cisco Unified IP Phones?

A. Cisco Unified Communications Manager Express
B. Cisco Unified Computing System
C. Cisco Integrated Media Engine
D. Cisco Emergency Responder

Answer: A
Reference:http://www.cisco.com/en/US/prod/collateral/voicesw/ps6788/vcallcon/ps4625/data_sheet_c78-634095.html

Question No : 6

Which option aligns licensing to these three key role-based licenses: Power User, Information Work, and Officer Worker?

A. Right-to-Use Licenses
B. Cisco Unity Connection 9.0 Licensing
C. Cisco Unified Workspace Licensing
D. Device License Units

Answer: C

Question No : 7

Which three statements about Cisco Unified Communications Manager are true? (Choose three.)

A. It supports the full range of collaboration services only on Cisco devices
B. It supports the full range of collaboration services on Cisco and third-party devices.
C. It is used only to support voice routing and calling
D. It replaces the analog technology of PBX with a centralized IP-based communications infrastructure.
E. It is at the center of the Cisco collaboration architecture.
F. It combines the analog technology of PBX with a centralized IP-based communications infrastructure.

Answer: B,D,E

Question No : 8

You are discussing Cisco Collaboration Architecture with the IT manager of an organization

Which three statements are effective responses that relate to the IT manager's concerns'? (Choose three.)

A. Improved collaboration tools improve the end-user experience and will make the IT manager more popular.
B. Initial costs may be higher, but comparing the Total Cost of Ownership over a five-year period will show that the Cisco product is less expensive.