



**Cisco**

**650-302**

*ASCERAM - Cisco SaaS Conferencing and(R) EIM Resale  
ATP for the AM*

**QUESTION: 29**

Which two options are examples of deployment options for hybrid solutions for Cisco Unified MeetingPlace? (Choose two.)

- A. integration with an existing account
- B. migration from an existing account
- C. WebEx setup and scheduling
- D. upgrade to the WebEx Connect service
- E. WebEx web

**Answer: C, E**

**QUESTION: 30**

Which option describes what Cisco considers to be critical to a successful collaboration strategy?

- A. more secure business processes
- B. enabling new and better experiences
- C. more integration options for end users f
- D. aster inter-company collaboration

**Answer: B**

**QUESTION: 31**

Which two steps describe best practices for placing a product order?

- A. List the Cisco list price.
- B. Indicate the customer (not the partner).
- C. Verify any discounts made.
- D. Add the branding fee.
- E. Add the subscription fee.

**Answer: C, E**

**QUESTION: 32**

A customer is concerned about the WebEx Connect service because of SaaS risks to security. Which two facts are good responses to this objection? (Choose two.)

- A. The WebEx Connect service offers directory integration.
- B. The WebEx Connect service offers 128-bit SSL encryption.
- C. The WebEx Connect service offers SAS-70 Type II attestation.
- D. The WebEx Connect service offers purpose-built infrastructure for real-time communication.
- E. The WebEx Connect service offers easy integration with a customer's existing firewall configuration.

**Answer:** B, C

**QUESTION:** 33

A customer with Cisco IP phones and softphones is uncertain about moving to Cisco WebEx web collaboration. Which benefit should you stress?

- A. Cisco Unified Communications architecture and product portfolio
- B. scheduling integration with Lotus Notes
- C. scheduling integration with Outlook
- D. interoperability with existing third- party audio

**Answer:** D

**QUESTION:** 34

Which option is an example of an easy and quick-to-deploy cloud-based cost efficiency?

- A. minimal to no backend changes
- B. large, upfront investment required
- C. improved allocation of valuable resources
- D. removal of the operational burden of support and maintenance

**Answer:** D

**QUESTION:** 35

Which application is used by thud-party audio providers to otter meeting controls in real time?

- A. telephony service provider
- B. XML
- C. SAML
- D. single sign-on

**Answer:** C

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