

Cisco

700-037 Exam

Advanced Collaboration Architecture Sales Specialist

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UNIE	SHO	n:		

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

Explanation:

Reference:

http://www.cisco.com/en/US/prod/collateral/voicesw/ps6788/vcallcon/ps11369/c22_728428_third _party_apps.pdf

Question: 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

Explanation:

Reference:

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

Question: 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: 4	
Which three options are important selling points for Cisco against Micro	soft? (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 Comm D. Cisco has the maturity both in technology development and empiric requirements of large enterprises. E. Cisco routers represent a competitive edge in remote offices. F. Cisco provides unparalleled value to the managed service provider. 	nunicator and Microsoft Lync.
	Answer: A, C, D
Question: 5	e)
Which option is an application in the Cisco IOS Software that provides cand as many as 450 Cisco Unified IP Phones?	all processing for as few as 15
A. Cisco Unified Communications Manager Express B. Cisco Unified Computing System C. Cisco Integrated Media Engine D. Cisco Emergency Responder	
	Answer: A
Explanation: Reference: http://www.cisco.com/en/US/prod/collateral/voicesw/ps6788/vcallcon/634095	/ps4625/data_sheet_c78-
Question: 6	
Which option aligns licensing to these three key role-based licenses: Po and Officer Worker?	ower User, Information Work,
A. Right-to-Use Licenses B. Cisco Unity Connection 9. 0 Licensing C. Cisco Unified Workspace Licensing D. Device License Units	
	Answer: C

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