

# 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](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](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](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.