

# Cisco

## Exam 700-037

### Advanced Collaboration Architecture Sales Specialist

Version: Demo

**[ Total Questions: 10 ]**

**Question No : 1**

Which feature in Cisco WebEx is the most important differentiator compared to other vendors in the collaboration technology?

- A. Cisco WebEx is always installed on-premises.
- B. With an account, everyone can join Cisco WebEx meetings
- C. Web conferencing service is delivered over a proprietary network, which is optimized for security, performance, and reliability.
- D. Cisco WebEx could be installed or collocated with Cisco Unified Communications Manager

**Answer: C**

**Question No : 2**

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

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

**Answer: B,E,F**

**Question No : 3**

Which three statements are benefits of a financial analysis? (Choose three)

- A. It increases the size of the deal and the potential services revenue
- B. It encourages the customer to examine Cisco Unified Communications in more detail
- C. It is a simple process and it can be completed in time, well within the sales cycle.
- D. It requires minimal resources and is risk-free.
- E. It highlights strategic and tactical benefits.

F. It uses ROI measures that are always accepted by other stakeholders or the CFO.

**Answer: A,B,E**

**Question No : 4**

Which statement about Cisco WebEx Meeting Center is true?

- A. It is powered by Jabber XMPP and can be used for one-on-one or group chat and file transfers
- B. It is an award-winning flagship product that simulates a traditional live meeting in an online environment
- C. It displays life-size, remarkably clear video images, which provide a "face-to-face" meeting with remote customers, suppliers, and partners.
- D. It is fully scalable, is delivered entirely over the public Internet, and is optimized for security, performance, and reliability.

**Answer: B**

Reference:[https://communities.cisco.com/servlet/JiveServlet/previewBody/24463-102-1-40812/WebEx\\_Meeting\\_Center\\_Overview.ppt](https://communities.cisco.com/servlet/JiveServlet/previewBody/24463-102-1-40812/WebEx_Meeting_Center_Overview.ppt)

**Question No : 5**

Where will an account manager find the largest source of case studies, whitepapers.demos, and vertical-oriented information around Cisco Collaboration?

- A. Collaboration Use Case
- B. QuickStart for Cisco Collaboration FY2013
- C. Cisco Competitive Edge Portal
- D. Steps to Success
- E. Cisco Collaboration business case

**Answer: E**

**Question No : 6**

Which three statements about Cisco VCS are true? (Choose three.)

- A. It is available as a standalone appliance, but not as an application for virtual environments
- B. It offers interoperability with third-party unified communications. IP telephony networks, and VoIP and video systems.
- C. It simplifies session management and control of Cisco Telepresence conferences
- D. It facilitates business-to-business Cisco Telepresence and video communications as long as it is within firewall limits.
- E. It works with Cisco Unified Communications and VoIP solutions to provide an optimal user experience, regardless of location or device.
- F. It can be deployed as Cisco Telepresence Video Communication Server control for internal and external communication

**Answer: B,C,D**

Reference:<http://www.cisco.com/en/US/products/ps11337/>

**Question No : 7**

Which three roles belong to an informal buying center that the account manager must be aware of? (Choose three)

- A. Gatekeeper
- B. Partner
- C. Initiator
- D. Seller
- E. Buyer
- F. Dealer

**Answer: A,C,E**

**Question No : 8**

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 : 9**

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 : 10**

Which of the following deployment scenarios will be most suitable for a customer that requires full telephony feature transparency, requires high availability and has two sites with 3000 IP phones connected via a low-delay connection?

- A. Intermedia engine solution
- B. Multisite WAN with centralized call processing
- C. Multisite WAN with distributed call processing
- D. Clustering over the IP WAN

**Answer: D**

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