



Vendor: Cisco

Exam Code: 700-039

Exam Name: Advanced Collaboration Architecture Sales
Engineer Exam

Version: DEMO

QUESTION 1

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. Collaboration tools improve upon ways in which corporations can enforce employee accountability.
- B. The Collaboration Architecture, by design, ensures the highest availability.
- C. Improved collaboration tools improve the end-user experience and will make the IT manager more popular
- D. A centralized Collaboration Architecture deployment will ease management and save money.
- E. 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.
- F. A fully-deployed Collaboration Architecture supports efficient training in a variety of ways

Answer: BDE

QUESTION 2

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

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

Answer: CEF

QUESTION 3

Which three options are ways that customers benefit from the Cisco Technology Developer Program? (Choose three.)

- A. Opportunity to participate in Cisco research and development to develop next-generation Cisco Collaboration solutions
- B. Exponentially expands the number and quality of rich, new business solutions
- C. Display the Cisco Compatible logo in association with their product offering
- D. Faster more successful deployments
- E. Complete access to Cisco technologies and support resources

Answer: ABC

QUESTION 4

The Finance manager of an organization is concerned about switching their existing PBX to IP. Which response describes the value of the Collaboration Architecture?

- A. Cisco and Cisco Partners have vast experience in smooth migration scenarios. Deployment has no risks

- B. Collaboration Architecture is much more than just IP telephony. A fully-deployed solution optimizes business processes and enhances customer satisfaction.
- C. Our competitors are sticking to PBX solution and are losing market share Collaboration is a risk-free approach.
- D. Our solutions create a satisfied workforce, which results in higher productivity.

Answer: B

QUESTION 5

Which two options are business requirements in the retail vertical market? (Choose two.)

- A. Supply chain agility
- B. Customer experience transformation
- C. Customer intimacy
- D. Increase employee productivity
- E. Collaborative customer experience

Answer: AD

QUESTION 6

Which of the following is the last step when mapping business requirements with Cisco Collaboration Architecture?

- A. Map business model elements with the value chain.
- B. Map important technical KPIs with customer process flow.
- C. Map collaboration maps (diagrams) with Cisco Collaboration Architecture
- D. Map process flow tasks with the collaboration map
- E. Map value chain and value network with Cisco Collaboration Architecture applications

Answer: C

QUESTION 7

Which digital signaling is correctly mapped to its functionality?

- A. T1 PRI NFAS - Used to connect to the PSTN where caller ID is required and PRI is not an option
- B. T1 CAS - Used widely in North America to connect to the PSTN or PBXs
- C. T1 FGD - Uses a single D channel to control multiple spans of T1s with only B channels option
- D. T1 and E1 PRI - Uses the Q Signaling variation of the basic ISDN specification

Answer: B

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