

700-039^{Q&As}

Advanced Collaboration Architecture Sales Engineer

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QUESTION 1

Cisco supply chain agility solutions are addressing a crucial part within the manufacturing industry.

Which of the following is the main driver of that branch of industry?

- A. Adopt the supply chain to changing markets
- B. Achieve lower unit costs
- C. Achieve stronger competitive position in the marketplace
- D. Increase utilization of manufacturing plants
- E. Ensure quality standards to customers

Correct Answer: A

QUESTION 2

Which two of the following are reasons why it is important to clearly understand a customer\\'s business model when preparing the Cisco Collaboration Architecture proposal for that customer? (Choose two.)

- A. It unveils the weaknesses of the customer\\'s business model
- B. It defines CapEx and OpEx parameters for easier definition of value proposition.
- C. It presents how collaboration can increase efficiency and value creation.
- D. It helps to show how to improve ROI and TCO, and align them with Cisco Collaboration Architecture.
- E. It helps to link Cisco Collaboration Architecture directly to that business model

Correct Answer: CE

QUESTION 3

Which tool offers a blueprint for designing and deploying a full-service, comprehensive network to support business needs?

- A. Cisco Smart Business Roadmap
- B. Cisco Collaboration Use Case Tool
- C. Cisco Steps to Success
- D. Cisco Smart Business Architecture

Correct Answer: D



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QUESTION 4

Which statement about Medianet is true?

- A. Medianet enables integration of video infrastructure with network infrastructure.
- B. Medianet enables Cisco Collaboration network management
- C. Medianet is an intelligent network that is optimized for rich media
- D. Medianet is the network infrastructure layer of video networks

Correct Answer: C

QUESTION 5

Which list of the steps of migration is in the correct sequence?

- A. Deploy Cisco Unified Communications service, deploy UC to the remote sites, deploy UC at the central site, deploy UC-ready IP infrastructure
- B. Deploy UC-ready IP infrastructure, deploy Cisco Unified Communications service, deploy UC at the central site, deploy UC to the remote sites
- C. Deploy UC-ready IP infrastructure, deploy Cisco Unified Communications service, deploy UC to the remote sites, deploy UC at the central site
- D. Deploy Cisco Unified Communications service, deploy UC-ready IP infrastructure, deploy UC to the remote sites, deploy UC at the central site

Correct Answer: B

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