



Advanced IP NGN Architecture Sales

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QUESTION 1

What is the challenge for the modern service provider who wants to monetize the various services?

- A. a billing system that supports all services enabled in the network
- B. video broadcasting
- C. different types of access technologies D. MPLS over IPv4

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Correct Answer: B
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QUESTION 2

Which tool, that is available on Cisco.com, does Cisco use to succeed against the competition?

- A. data sheets
- B. battlecards
- C. presentations
- D. demonstrations
- Correct Answer: D

QUESTION 3

Which three services are offered in the business segment of Cisco IP NGN? (Choose three.)

- A. Layer 3 VPN and Layer 2 VPN
- B. cloud services
- C. Cisco VideoScape
- D. point-to-point communication
- E. triple play
- F. quad play

Correct Answer: ABD

QUESTION 4

In a financial review, which method is used to estimate the yield of a service that is enabled by a Cisco IP NGN solution?



- A. market comparison
- B. best-practice
- C. prediction modeling

Correct Answer: A

QUESTION 5

Who are the two key stakeholders in a company that is enabled with Cisco IP NGN? (Choose two.)

- A. telecommunications manager
- B. technician
- C. financial manager
- D. field engineer
- Correct Answer: AC

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