



Advanced Collaboration Architecture Sales Engineer

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#### **QUESTION 1**

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.

Correct Answer: B

#### **QUESTION 2**

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 3**

The customer satisfaction index is an important business Key Performance Indicator Which building block of the business model references that KPI?

- A. Channels
- B. CRM
- C. Key activities
- D. Customer segments

Correct Answer: B

## **QUESTION 4**

Which company stakeholder may ask questions relating to improving resource efficiency while maintaining regulatory compliance during evaluation of a new architecture or strategy?



- A. Chief Financial Officer
- B. Chief Information Officer
- C. Chief Executive Officer
- D. Vice President
- Correct Answer: B

## **QUESTION 5**

Which two services are often led by Cisco? (Choose two)

- A. Software-based services
- B. Software upgrade services
- C. Maintenance services
- D. Hardware replacement services
- E. Cloud services
- Correct Answer: AE

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