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QUESTION 1

Which solution is most often presented in the healthcare vertical market?

A. Mobile Warehouse Management

B. Customer Retention

C. Cisco Nurse Connect

D. Energy Efficiency

Correct Answer: C

QUESTION 2

The three-phased approach of preparation, discovery, and proposal is used to deliver true business and technology alignment. Which option belongs to the discovery phase?

A. services offering and incentives

B. network architecture vision workshop

C. 360 health check

D. architecture roadmap creation and presentation

Correct Answer: C

QUESTION 3

Which two options are typically included in a Cisco Collaboration Architecture services proposal? (Choose two.)

A. medianet-readiness assessment services

B. compliance strategy consulting services

C. collaboration dashboard services

D. Network security readiness assessment

E. end-user documentation services

Correct Answer: AD

QUESTION 4

Which two options are correct statements about the corporate value chain? (Choose two)

A. The corporate value chain helps identify relevant departments but does not provide a link to the associated executives.

B. The corporate value chain is a straight map to identify stakeholders within the customer\\'s organization.

C. The corporate value chain shows hierarchies or reporting lines that help identify whom to approach outside of the IT department.

D. The corporate value chain is an organization chart that helps identify different departments and business process owners

E. The corporate value chain and core processes help map the relevant departments to the customer\\'s organizational chart.

Correct Answer: BC

QUESTION 5

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

A. Cisco Steps to Success

B. Cisco Smart Business Roadmap

C. Cisco Collaboration Use Case Tool

D. Cisco Smart Business Architecture

Correct Answer: D

QUESTION 6

Which of the following is a main business requirement in the financial services industry?

A. lower IT expenses through virtualization

B. high-performance trading

C. customer retention

D. integration of financial trading applications at the desktop

E. reduce time to market for new innovative financial products

Correct Answer: B

QUESTION 7

Many tasks in an organization\\'s processes require collaboration. Which two options will you need from the customer to evaluate the relevance and to properly position Cisco Collaboration Architecture? (Choose two.)

A. employee titles of people who are required to perform designated tasks

B. department titles of people who will perform these tasks

C. available network bandwidth between core processes departments

D. type of information to be shared between involved parties

E. importance and type of interaction between involved parties

Correct Answer: BD

QUESTION 8

Which option leads to the development of high-level and detailed customer designs?

A. mapping collaboration maps with the Cisco Collaboration Architecture solutions

B. mapping collaboration maps with the customer\\'s existing solutions

C. mapping collaboration maps with the customer assessment procedure

D. mapping collaboration maps with the customer business model

Correct Answer: A

QUESTION 9

Which two options are characteristics of Cisco collaboration cloud-based solutions? (Choose two.)

A. private cloud collaboration solution

B. data center interconnected solution

C. hosted collaboration solution partner cloud

D. security intelligence operations

E. integrated computed stacks

Correct Answer: AC

QUESTION 10

Which three options are assessment types for gap analysis? (Choose three)

A. outsourcing assessments

B. architectural assessments

C. operational assessments

D. business assessments

E. technology assessments

F. virtualization assessments

Correct Answer: BCE

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