



646-222

(IP Communications Express Account Manager)

Document version:1 04 11

Important Note About 646-222 PDF

techeXams' **646-222 PDF** is a comprehensive compilation of questions and answers that have been developed by our team of certified professionals. In order to prepare for the actual exam, all you need is to study the content of this exam questions. An average of approximately 10 to 15 hours should be spent to study these exam questions and you will surely pass your exam. It's our guarantee.

Copyright

techeXams holds the copyright of this material. techeXams grants you a limited license to view and study this material, either for personal or commercial use. Unauthorized reproduction or distribution of this material, or any portion thereof, may result in severe civil and criminal penalties, and will be prosecuted to the maximum extent possible under law.

Disclaimer

Neither this guide nor any material in this guide is sponsored, endorsed or affiliated with any of the respective vendor. All trademarks are properties of their respective owners.

Question: 1

An account manager is meeting with a customer who is interested in a Cisco IP Communications solution. This customer manages a large enterprise campus and three small branch offices. Which Cisco CallManager Express feature should the account manager discuss with this customer?

- A. integrated IP telephony services
- B. robust PSTN interfaces
- C. interoperability between Cisco CallManager and Cisco CallManager Express
- D. remote maintenance

Answer: C

Question: 2

Cisco Unity Express adds which three features to the Cisco IP Communications Express solution? (Choose three.)

- A. data encryption
- B. auto attendant
- C. voice mail
- D. call processing
- E. group messaging
- F. call routing

Answer: B, C, F

Question: 3

A potential customer has several global offices, including one in North America, two in France, and one in Germany. This prospect is investigating cost-effective voice mail and auto attendant, and has asked for your recommendation. What application would best meet the needs of the customer?

- A. Cisco Unity Express
- B. Cisco Unity
- C. customized XML applications
- D. Cisco CallManager

Answer: A

Question: 4

You require an easy-to-use, web-enabled tool to demonstrate to a prospective customer the benefits of a converged network in terms of productivity enhancements and real estate savings. Which tool should you use?

- A. Cisco ROI analysis
- B. Cisco CNIC
- C. business case from the industry of the prospect
- D. customized hurdle rate analysis

Answer: B

Question: 5

The operations manager of a potential customer is concerned about implementing a VoIP solution because of the possibility of interoperability issues with existing equipment. Which differentiator would be most appropriate to position a Cisco IP Communications solution against competitors?

- A. An IP-enabled PBX does not offer "five nines" availability. A Cisco IP Communications solution must integrate with existing legacy equipment that has 99.999 percent availability.
- B. A Cisco IP Communications solution offers investment protection for a large installed base, as well as retention of legacy equipment.
- C. Proprietary software and IP phones are often used to enable an existing PBX system for IP-based communications, locking the customer into using specific products indefinitely. With a Cisco solution, PBX-enabled devices can be used on the network.
- D. Cisco IP Communications solutions are based on tested and verified designs that ensure the tight integration of all equipment and applications, enabling customers to migrate slowly to complete convergence and retain legacy equipment and existing applications.

Answer: D

Question: 6

Together, which two products provide a complete solution for the SMB or enterprise branch and is ideal for extending a decentralized Cisco IP Communications solution to individual sites. (Choose two.)

- A. Cisco CallManager
- B. Cisco CallManager Express
- C. Cisco Unity
- D. Cisco Unity Express

Answer: B, D

Question: 7

One of your potential customers has concerns about choosing a Cisco IP Communications solution because, according to the competition, IP telephony solutions cost more than they are worth. Which strategy would be most appropriate to defuse this concern?

- A. Unlike traditional office environments where voice and data are separate, Cisco IP Communications supports the idea of a converged network where the telephony and IP components are integrated.
- B. An IP-enabled PBX inevitably reaches a point called the golden phone, at which an addition requires more than just a phone. In fact, it requires a card to support the phone, and possibly a new shelf of a cabinet to house the card. These upgrades end up being very costly and offer the customer no flexibility to implement nonproprietary solutions in the future.
- C. With low operating and capital costs, a Cisco IP Communications deployment will pay for itself in 18 months on average and will provide an average annual savings per user of US\$334. The drivers of the ROI are determined by the unique network circumstances of the customer, such as the speed of migration, the remaining life on the PBX, and the extent of the data upgrade.
- D. Cisco IP Communications solutions are based on tested and verified designs that ensure rapid ROI. Cisco or its IP telephony specialized channel partners can also customize these solutions to meet business demands and realize cost savings resulting from existing equipment or applications.

Answer: C

Question: 8

When used together with Cisco CallManager Express, Cisco Unity Express provides a voice-mail solution for a small office that is effective for up to how many users?

- A. 50
- B. 100
- C. 200
- D. 400

Answer: B

Question: 9

Cisco CallManager Express supports FXO trunks, analog DID, T1/E1, BRI, PRI, and E1 R2 signaling. Which benefit of Cisco CallManager Express does this represent?

- A. cost-effectiveness

- B. robust PBX functionality
- C. remote maintenance
- D. robust PSTN interfaces

Answer: D

Question: 10

The finance manager from a prospective client organization has expressed an interest in improving business processes and making intelligent business investments in technology. The marketing manager is eager to improve lead generation and distribution, and the IT manager would like to simplify network management and streamline the delivery of end-user support. Given this scenario, which business driver is most appropriate to sell a Cisco IP Communications solution?

- A. reduce operating costs
- B. improve business development
- C. improve asset utilization
- D. improve business processes

Answer: D

Get Full Version of Exam 646-222 PDF Q&A

techeXams presents authentic, genuine and valid study material, which promise 100% success in very first attempt. To take optimal results for 646-222 exam, you need to buy full version of 646-222 question and answer. An average of approximately 10 to 15 hours should be spent to study these exam questions and you will surely pass your exam. So come join us and quench your thirst for knowledge.

Get complete 646-222 questions and answers by visiting URL

["http://www.techexams.ws/exams/646-222.do"](http://www.techexams.ws/exams/646-222.do)