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Selling Cisco Unified MeetingPlace Solutions
(SMPS)

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QUESTION NO: 1

Cisco Unified MeetingPlace uses which technology to provide rapid graphic sharing across desktop platforms?

- A. Adobe Flash
- B. JavaScript
- C. Microsoft NetMeeting
- D. X Windows

Answer: A

QUESTION NO: 2

A customer has the following requirements:
voice/data conferencing
supporting multiple groups
collaboration, presentation and webinar templates
Which solution would you recommend?

- A. on-premise MeetingPlace voice and web conferencing
- B. MeetingPlace Outlook Integration
- C. MeetingPlace with WebEx integration
- D. Cisco Unified Videoconferencing Manager with MCUs
- E. MeetingPlace Express

Answer: A

QUESTION NO: 3

Which two business patterns are the strongest indicators of a need for a collaboration solution?
(Choose two.)

- A. Branch offices regularly receive product briefings.
- B. Parts suppliers are involved in the design process.
- C. Development teams are geographically dispersed.
- D. Management teams often travel.

Answer: B,C

QUESTION NO: 4

Which four pieces of information are required to determine actual conferencing needs? (Choose four.)

- A. number of video participants system wide
- B. scalability requirements
- C. distance between offices
- D. type of deployment (on-premise or hosted)
- E. data network topology
- F. number of web and voice participants system wide

Answer: A,B,C,F

QUESTION NO: 5

A corporation has chosen Cisco Unified Communications Manager as their new corporate-wide voice solution. Which business driver favors adding a Cisco Unified MeetingPlace on-premises solution?

- A. unified management interface
- B. elimination of service provider
- C. single user interface
- D. single-vendor

Answer: D

QUESTION NO: 6

A major animation studio uses a variety of desktops; Macintosh, PC, Linux and Unix. They are considering web conferencing to share storyboards and animation between design and rendering teams around the world. Which Cisco Unified MeetingPlace feature would be the most important differentiator for their success?

- A. high-speed graphic downloads
- B. multi-platform support
- C. small client footprint
- D. simple user interface

Answer: B

QUESTION NO: 7

A customer has the following requirements:

integrated voice and web conferencing

growth ability to integrated videoconferencing

rich scheduling tools

choice of on-premise or as-a-service deployment

supporting on-net and out-dial calls

integrating to existing VoIP infrastructure

supporting at least 500 audio ports

Which two deployments would be the best solutions? (Choose two.)

A. CiscoUnifiedMeetingPlace 7 with on-premise audio and a WebEx conference engine

B. Cisco Unified Videoconferencing

C. CiscoUnifiedMeetingPlace 7 on-premise

D. WebEx with web, voice and video webcam

E. 3 deploymentsofMeetingPlace Express--200 ports each

F. CiscoUnifiedMeetingPlace 6 with CUVM

Answer: A,C

QUESTION NO: 8

Which two weaknesses does a Cisco Unified MeetingPlace solution have when compared to a service

provider offering? (Choose two.)

A. CiscoUnifiedMeetingPlace lacks IM chat to rich media upgrade

B. CiscoUnifiedMeetingPlace lacks on-premise to off-premise failover

C. CiscoUnifiedMeetingPlace requires capitol purchase

D. CiscoUnifiedMeetingPlace requires additional IT staff

Answer: C,D

QUESTION NO: 9

Which improvement is a benefit of Cisco Unified MeetingPlace on-network conferencing?

A. lower bandwidth consumption

B. improved manageability

C. faster screen updates

D. better security