Exam : **646-222**

Title : IP Communications Express
Account Manager (IPCXAM)

Version : DEMO

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

Correct:C

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

Correct:B C F

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

Correct:A

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

Correct:B

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.

Correct:D

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