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Vendor: Cisco

Exam Code: 650-295

Exam Name: TelePresence Video Sales Specialist for
Advanced Exam

Version: Demo

QUESTION 1

What is a characteristic of Cisco TelePresence interoperability?

- A. Interoperability with H.323 endpoints is not supported.
- B. Interoperability is supported only with specific video codecs.
- C. Interoperability is possible with H.323, SIP, and Skinny client endpoints.
- D. In you are in a call with Cisco TelePresence, you must have another Cisco TelePresence endpoint.

Correct Answer: C

Explanation

Explanation/Reference:

Explanation:

Cisco TelePresence interoperability allows the Cisco TelePresence System 3000 or 1000 endpoints to deliver a video stream that can be displayed by an existing H.323, Session Initiation Protocol (SIP), or Skinny Client Control Protocol (SCCP) video conferencing endpoint. Conversely, Cisco TelePresence interoperability allows standards-based endpoints to display a Cisco TelePresence stream. Cisco TelePresence interoperability uses Cisco Unified Videoconferencing and the Cisco TelePresence products to fully deliver a network-based solution to connect Cisco TelePresence and video conferencing endpoints.

QUESTION 2

When developing an interoperability solution to allow for high-definition video, which Cisco product would you use?

- A. Cisco Unified Videoconferencing 5000 Series MCUs
- B. Cisco C-Series C90 Codec
- C. Cisco Unified Videoconferencing 3500 Series MCUs
- D. Cisco Unified Videoconferencing 2100 Series MCUs

Correct Answer: B

Explanation

Explanation/Reference:

Explanation:

QUESTION 3

What is a benefit of the Cisco TelePresence Interoperability Protocol?

- A. It allows direct interoperability between CTS and non-CTS devices.
- B. It allows for secure traversal of the firewall.
- C. It provides for high-definition video, unlike other protocols that only support standard definition.
- D. It allows SIP and H.323 to function interchangeably.

Correct Answer: A

Explanation

Explanation/Reference:

Explanation:

QUESTION 4

To provide interoperability with proprietary protocols of other companies, you should use the Cisco Unified Videoconferencing solution in tandem with which product?

- A. Cisco TelePresence Multipoint Switch
- B. Cisco codec

- C. Cisco TelePresence Server 7010
- D. Cisco TelePresence Server MSE 8710

Correct Answer: A

Explanation

Explanation/Reference:

Explanation:

The answer to this question should be Cisco Telepresence Multipoint Switch because both Cisco TelePresence Server 7010 and Cisco TelePresence Server MSE 8710 do the same thing so they both can't be correct.

References:

QUESTION 5

To provide firewall traversal, which components are needed?

- A. 1 Cisco TelePresence Video Communication Server Control and 2 Cisco TelePresence Video Communication Server Expressways
- B. 2 Cisco TelePresence Video Communication Server Expressways
- C. 1 Cisco TelePresence Video Communication Server Control and 1 Cisco TelePresence Video Communication Server Expressway
- D. 2 Cisco TelePresence Video Communication Server Controls

Correct Answer: C

Explanation

Explanation/Reference:

Explanation:

QUESTION 6

What are screen sizes of the Cisco TelePresence Profile Series?

- A. 60 inches and 37 inches
- B. 52 inches and 65 inches
- C. 42 inches and 45 inches
- D. 37 inches and 42 inches

Correct Answer: B

Explanation

Explanation/Reference:

Explanation:

QUESTION 7

Which feature allows video media to be enhanced by up to four times its initial resolution?

- A. Individual Transcoding
- B. MeetMe
- C. ClearVision
- D. ConferenceMe

Correct Answer: C

Explanation

Explanation/Reference:

Explanation:

Transcoding is the process of taking a media stream generated by one codec and converting it to a different format for use by another.

Design features

>>>· Cisco TelePresence ClearVision technology enhances resolutions by up to 4x, enabling less-powerful

- The Cisco TelePresence Advanced Media Gateway 3610 is compatible with Microsoft Office Communications Server 2007 R2
- It is compatible with all standards-compliant video conferencing and telepresence devices.
- The Cisco AM GW 3610 has an easy-to-use, versatile management interface.
- It offers comprehensive wideband audio support.

QUESTION 8

Which application can you integrate with the Cisco TelePresence Management Suite?

- A. Microsoft Excel
- B. Microsoft Outlook
- C. Windows Vista
- D. Crystal Reports

Correct Answer: B

Explanation

Explanation/Reference:

Explanation:

QUESTION 9

What is a characteristic of the Cisco TelePresence Codec C20?

- A. SIP device has w448p video resolution and bandwidth of up to 1152 kb/s.
- B. Works with the Video Compositor tool.
- C. Comes with the Cisco TelePresence in Touch interface.
- D. Powers the Clinical Presence System.

Correct Answer: C

Explanation

Explanation/Reference:

Explanation:

QUESTION 10

What are three competitive advantages of the Cisco TelePresence solution? (Choose three.)

- A. Transform the industry
- B. Be greener
- C. Provide a money-back guarantee
- D. Transform your employees.
- E. Spend more; gain more.
- F. Transform your organization.
- G. Do more with less.

Correct Answer: BFG

Explanation

Explanation/Reference:

Explanation:

This is just a matter of reading the product literature . . .

* Be Greener and Improve Quality of Life

By reducing the need for travel, Cisco TelePresence can help boost your company's environmental sustainability efforts: less travel means a smaller carbon footprint. And reducing travel gives your employees more valuable time, improving their quality of life.

*** Do More with Less**

Move quickly and gather important stakeholders to improve workflows, new programs, and decision making. Cisco TelePresence allows you to meet "in person" so you can be more effective, productive, and available than ever before.

From the office and customer-facing environments to the home, Cisco TelePresence spans a complete, innovative endpoint portfolio, an integrated architecture, any-to-any interoperability, and user-friendly features, such as onebutton-to-push and continuous presence.

*** Transform Your Organization**

Video and social media are changing the way we communicate and interact. Video stimulates more effective relationships and enhanced engagement. Cisco TelePresence enables new ways of working and allows you to approach processes in ways never before possible. Making faster, better decisions, bringing in expertise immediately and unifying team members are just some ways that video can change the way a business operates.

QUESTION 11

The Cisco IP Video Phone E20 does video up to what resolution?

- A. 1080p
- B. 576p
- C. 720p
- D. w448p

Correct Answer: D

Explanation

Explanation/Reference:

Explanation:

From the E20 Datasheet

Video Resolutions and Frame Rates

Transmit and Receive:

>>>> 768 x 448@30fps (w448p)

- 576 x 448@30fps (448p)
- 512 x 288@30fps (w288p)
- 352 x 288@30fps (CIF)
- 176 x 144@30fps (QCIF)

Receive Only:

- 1024 x 768@7,5fps (XGA)
- 1024 x 576@7,5fps (w576)
- 800 x 600@7,5fps (SVGA)
- 704 x 480@15fps (4SIF)
- 704 x 576@15fps (4CIF)
- 640 x 480@15fps (VGA)
- 352 x 240@30fps (SIF)

QUESTION 12

How many video and audio inputs are supported by the Cisco TelePresence 1700 MXP built-in bridge?

- A. 2 video + 2 audio
- B. 2 video + 1 audio
- C. 4 video + 3 audio
- D. 6 video + 5 audio

Correct Answer: C

Explanation

Explanation/Reference:

Explanation:

QUESTION 13

What are two primary features of the Cisco TelePresence solution versus the competition? (Choose two.)

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