

## **Avaya 2D00056A Exam**

**Volume: 65 Questions**

Question No : 1

What does Avaya mean with delivering a "fit-for-purpose" solution?

- A. A fit-for-purpose network should offer the lowest priced solution
- B. A fit-for-purpose network provides more resiliency, better performance, less TCO, all while using less energy
- C. A fit-for-purpose network should experiment with the latest architectures and protocols
- D. A fit-for-purpose network only needs to implement a minimum of resiliency

Answer: A

Question No : 2

Your prospect is an Exhibition Center, requesting a bid for a network solution in a new construction. What would you suggest?

- A. Suggest that they use a Service Provider to run their Network and Data Center as this is more secure
- B. Any network will do. These days all network technologies offer that kind of agility
- C. Suggest an Router-based MPLS solution. More configuration complexity automatically provides more security
- D. Because of the dynamic nature of that business, Avaya's Fabric Connect technology is particularly well-suited, delivering a very agile network infrastructure and makes the core very resistant to provisioning errors

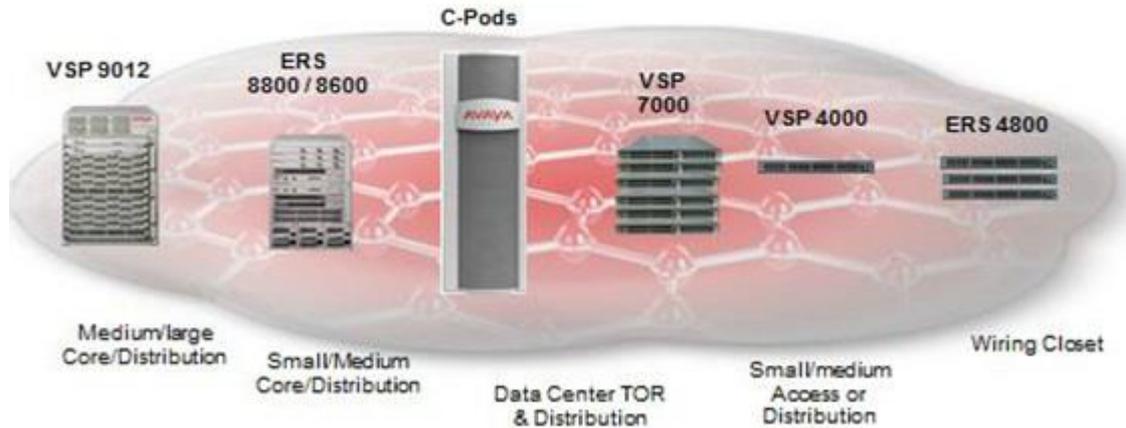
Answer: D

Question No : 3

The offering of VSP 4000 dramatically strengthens our position in delivering a simple, resilient and scalable solution through support for IP Multicast over Fabric Connect. Which three of the following features are enabled by Multicast over Fabric Connect? (Select three)

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### VSP 4000: Part of our Enterprise-Wide Vision



- A. Scale-out to tens of thousands of streams
- B. Designed for single tenant environment
- C. Recovery sub-seconds
- D. Single protocol (IS-IS)

Answer: A,C,D

Question No : 4

During a sales visit to a dedicated Avaya customer you are asked what the consequences of not implementing network access control are. (Select the four correct options)

- A. Security Implications: Users may access the network with devices that do not comply with the company's security health policy (for example, anti-virus software is out of date)
- B. Network Implications: Unauthorized users could consume network bandwidth
- C. SIP Security Implications: Unauthorized UC applications may access the network
- D. Security implications: Unauthorized users could potentially hack into the network and access confidential data
- E. Financial Implications: Fines for not adhering to compliance regulations (for example, Sarbanes Oxley, HIPAA etc.)

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Answer: A,B,C,D

Question No : 5

A customer is questioning the time savings provided by Avaya's "Auto Unit Replacement". He says that replacing the unit is only a small part of the whole process. Configuring the new unit can take a long time. How could you respond?

- A. Explain that Miercom tested Avaya's claim back in 2011 and stated "When replacing a unit in a Stack, the new unit was able to boot up, load the configuration and become operational in two minutes and 11 seconds'.
- B. Make your point by saying that a well-trained Avaya engineer can replace a unit in just over ten minutes.
- C. Make sure that the customer understands that "Auto Unit Replacement" only means the physical replacement of that unit and does not include configuration.

Answer: C

Question No : 6

Avaya is bidding for a telecommunications project with the Government of India ("GOI") through one of its Partners. The GOI official who is in charge of the tender requests that the Partner arrange a site visit to Avaya premises to check out our facilities. This is part of the bidding process which authorizes the concerned department to undertake a capability study of all the bidders. The Partner and Avaya take the three (3) member GOI team on a tour of Avaya facilities and conduct a demo of our core offerings. At the end of the demo, Partner and Avaya serve refreshments i.e. tea/coffee and biscuits for the GOI team. Have the Partner and Avaya conducted themselves in compliance with Avaya policy?

- A. Yes, because there was nothing wrong with facilitating the above since it was arranged pursuant to a legitimate government process (of reviewing bidder capabilities).
- B. No, because by hosting government officials, both the Partner and Avaya attempted to influence the government to secure a favorable response bid response.

Answer: A

Question No : 7

You have a large enterprise customer who requires a next-generation solution for a mission-critical Data Center that supports their requirements for multi-tenancy. Select the product that meets their requirements for a future-ready platform (40/100 Gigabit Ethernet) and cost-effectively facilitates service

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integration.

- A. ERS8600
- B. VSP9000
- C. ERS8800
- D. ER5 8300

Answer: B

Question No : 8 DRAG DROP

Match the key values of Avaya WLAN 9100 (at the left) with the appropriate stakeholders (at the right).

Avaya WLAN 9100 provides up to 70% more bandwidth per Access Point, 2x the capacity for the price of one Access Point and more coverage area with fewer AP's	Line of Business Manager - concerned with agile solutions that can rapidly adapt to changing business needs
Avaya WLAN 9100 offers cloud-based or on-premise management for rapid deployment, unparalleled visibility, and simplified administration	IT Director or Manager - concerned with efficient day-to-day operations
Avaya WLAN 9100 extends Avaya's Fabric intelligence to the Access Point offering zero touch provisioning and enhanced	CXO Level - most concerned with keeping the business running

Answer:

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Avaya WLAN 9100 offers cloud-based or on-premise management for rapid deployment, unparalleled visibility, and simplified administration	Avaya WLAN 9100 offers cloud-based or on-premise management for rapid deployment, unparalleled visibility, and simplified administration
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Question No : 9

Where would a VSP 9000 typically be deployed? (Select the two correct options)

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- A. In the Core of a Campus
- B. In a small Branch Office
- C. At the Edge of a Campus, or as ToR in a Data Center
- D. In the Core of a Data Center

Answer: A,D

Question No : 10

The Avaya LAN CAT tool compares Avaya switches with switches from competing vendors. What kinds of aspects are compared?

- A. It enables you to see which Core Switches are the most popular with customers
- B. It compares performance, TCO and energy consumption of Edge Switches.

Answer: B

Question No : 11

A leading reseller ("Reseller") of Avaya is invited by Avaya to attend a function organized to recognize the Reseller for its key contribution in increasing the revenue of Avaya's contact center technology ("CCT") suite of products from \$1m to \$3m over a 2 year period. The authorized representative of the Reseller is awarded a memento with an Avaya logo and a framed picture of Avaya CCT suite of products.

Is it appropriate for the reseller to accept the memento and the picture from Avaya?

- A. No, the reseller should have declined the memento and picture from Avaya since accepting gifts of any kind is against Avaya's policy.
- B. No, the items were given to improperly influence the reseller to help Avaya to further augment the revenue from CCT products.
- C. Yes, so long as it is acceptable under the Reseller's compliance policies. The items represent gifts of nominal value which are appropriate under Avaya's policy.

Answer: C

Question No : 12

How are Avaya's Core Ethernet Switches differentiated from other Switches in the industry?(Select the