646-985^{Q&As}

Data Center Networking Solution Sales

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QUESTION 1

Your customer is looking at upgrading the company\\'s existing Cisco SAN environment. Which fact might be an indicator that Cisco storage networking solutions can have a unique selling point?

A. The customer is considering acquisition of a company that uses Brocade switches in its SAN.

B. The customer is considering moving away from EMC and toward HDS as the company\\'s primary storage supplier.

C. The customer has remote offices that currently utilize network attached storage, which the customer wants to back up to the main data center.

D. The customer is considering separating the company\\'s SAN fabric into two physical SANs to ensure that there is complete security, by separation, between them.

Correct Answer: A

QUESTION 2

As an experienced network engineer, you must be familiar with the Cisco Lifecycle Service model. Which of the following activities happens in the prepare phase of the Cisco Lifecycle Services model?

A. SOW is prepared that outlines all the tasks to be completed during implementation.

B. A case workshop and architecture workshop are used to identify opportunities.

C. A capacity and performance audit is performed.

D. A server virtualization mobility and migration plan is created.

Correct Answer: B

QUESTION 3

Which issue is likely to be a pain point for the data center manager?

A. shareholder value

B. unanticipated downtime

C. good corporate citizenship

D. Cisco Catalyst 6500 Series Switches configuration using CLI

Correct Answer: B

QUESTION 4

The Cisco UCS deployment could help position the Cisco green data center initiative through: (Choose two)

A. the addition of the power control unit

B. the exclusive transmission of data across 10 Gigabit Ethernet connections

C. the ability of several server blades to reside within the same chassis

D. the ability to pair two Cisco Catalyst 6500 Series Switches and deploy them as a single virtual device

Correct Answer: AC

QUESTION 5

There is a data center deployed in your organization. What is its function?

A. to support enterprise applications by reducing operational overhead and centralizing resources

B. to ensure that sensitive information is viewable only to those who are authorized to view it

C. to ensure the accessibility of information

D. to facilitate strategic decision-making at the CXO level

Correct Answer: A

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