



650-281^{Q&As}

UCS: C-Series Servers for Account Manager Exam

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**QUESTION 1**

A potential client is looking for cost-effective servers, but stresses the importance of I/O slots for I/O intensive applications. Which server would meet this need?

- A. Cisco UCSC210 MI
- B. Cisco UCS C260 MI
- C. Cisco UCS C250 MI
- D. Cisco UCS C200 MI

Correct Answer: A

QUESTION 2

In which step of the sales process should you review current business and technology architecture and map the customer use case against pain points?

- A. Accelerated Deployment
- B. Assessment Workshops
- C. Sustain Optimal Operations
- D. Business Challenge Prioritization
- E. Architecture Design

Correct Answer: D

QUESTION 3

Cisco UCS C-Series Rack-Mount Servers come with internal local storage. The C-Series Servers are capable of which RAID configuration?

- A. RAID 2 and 3
- B. RAID 1 and 2
- C. RAID 3 and 4
- D. RAID 0 and 1

Correct Answer: D

QUESTION 4



In which step of the sales cycle should you secure a solutions architecture workshop

- A. Engage an extended sales team to develop a preliminary solution.
- B. Define and plan.
- C. Confirm the strategy,
- D. Deliver a solution

Correct Answer: A

QUESTION 5

A client with a small office and a few remote-office applications is looking for a Cisco Unified Computing System solution that can meet his needs. Which Rack-Mount Servers would be the best fit?

- A. Cisco UCS C210 M1
- B. Cisco UCSC200 M1
- C. Cisco UCS C250 M1
- D. Cisco UCS C260 M1

Correct Answer: B

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