



# 650-281<sup>Q&As</sup>

UCS: C-Series Servers for Account Manager Exam

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**QUESTION 1**

A prospective client wants to know more about the importance of a Cisco Unified Computing System in today's IT industry. What would you tell them?

- A. A Cisco Unified Computing System is needed because organizational and management costs have gone down.
- B. A Cisco Unified Computing System is important because of the rapid evolution of the Internet.
- C. A Cisco Unified Computing System is essential because more servers and switches are being deployed without significant advancement in management integration.
- D. A Cisco Unified Computing System is important because platform costs remain flat, but management costs are increasing dramatically.

Correct Answer: D

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**QUESTION 2**

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

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**QUESTION 3**

Which three steps should you follow to engage a potential Cisco UCS customer? (Choose three.)

- A. Define and plan.
- B. Confirm the strategy
- C. Review the client's needs.
- D. Deliver a solution.
- E. Engage an extended sales team to develop a preliminary solution
- F. Confirm the sale.

Correct Answer: CEF

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#### QUESTION 4

Which characteristic would you describe as a key differentiator for the Cisco UCS C-Series Rack- Mount Servers compared to the competition?

- A. Serviceability
- B. virtualization readiness
- C. scalability
- D. availability

Correct Answer: B

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#### QUESTION 5

It is important to qualify customers before attempting to sell Cisco UCS C-Series Servers. What are three important qualifiers to consider?

- A. The customer is an early adopter of technology.
- B. The customer has experience with Cisco ISR products.
- C. The customer has experience with Cisco Nexus products.
- D. The customer has low-memory requirements.
- E. The customer is already using servers with a blade form factor.
- F. The customer has a strong relationship with IBM

Correct Answer: ABE

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