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646-985

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Question: 1
A company is looking to go with an end-to-end virtualization approach that will help them reduce capital investment and operational savings. What can help your customer achieve this?

A. cisco mds family
B. cisco unified computing systems
C. cisco nexus 7000 series switches
D. cisco catalyst switches

Answer: B

Question: 2
Which statement is likely to be true about the role of a customer's chief security officer?

A. the chief security officer might have significant influence on the operation of the data center without necessarily having any understanding of the technology deployed in the data center.
B. the chief security officer works closely with the chief technology officer to make technology decisions about which products to use for data center security.
C. the chief security officer has a technology focus.
D. the chief security officer has an understanding of techniques and technologies such as rbac, ssl, ids, and firewalls but leaves the product selection decisions to the data center manager.

Answer: A

Question: 3
Which service helps the customer ensure that their data center infrastructure is scalable and able to meet future application requirements by addressing issues during the migration and pilot phases?

A. cisco ace planning and design service
B. cisco application networking assessment service
C. cisco branch consolidation assessment service
D. cisco waas planning and design service

Answer: A

Question: 4
Which statement about full-width blades is true?

A. full-width blades feature four times as many dual-port adapters as half-width blades.
B. full-width blades feature four times as many dimm slots as half-width blades.
C. up to eight full-width blades may fit into a single cisco ucs 5100 enclosure.
D. full-width blades feature a pair of intel xenon processors.

Answer: B

Question: 5
Which statement describes a benefit of the cisco unified computing system (ucs) approach in the data center?

A. it offers multiple points of management.
B. it ensures the highest possible server efficiency by dedicating hardware to specific applications.
C. it provides a single fabric for devices that use 10 gigabit ethernet, devices that usefibre channel, and legacy devices.

D. it provides more security throughout the data layer.

Answer: C

Question: 6
A client mentions that role-assigned tasks need to be managed by a number of internal departments. Which hardware would you suggest to provide this capability?

A. a pair of cisco nexus 7000 series switches at the core layer
B. cisco catalyst 4900 series top-of-rack switch
C. cisco application control engine (ace)
D. cisco catalyst 6500 series firewall services module (fwsm)

Answer: C

Question: 7
What are three key differentiators that set cisco unified computing systems apart from competitors like hp and dell? (Choose three.)

A. partner ecosystem
B. service profile portability
C. technical support and warranty
D. professional service offerings
E. breadth of computing portfolio
F. financing options
G. virtualization optimization
H. memory expansion capacity

Answer: B, G, H

Question: 8
When in a competitive situation for san business against brocade, which statement would highlight a unique selling point for cisco?

A. the cisco mds switch can support gigabit ethernet as well asfibre channel, while brocade supports only fibre channel.
B. the real cisco competition wasmcdata, until brocade bought it and tried to make it compatible with their legacy switches, leaving cisco with the only director-class switches in the industry.
C. cisco is experienced end to end across the data center and across all network technologies, offering across-the-board solution sets.
D. cisco has been delivering director-class storage switches longer than brocade.

Answer: C

Question: 9
In a situation where the customer asks for a unique feature of the cisco waas solution, which statement could be correctly made by a cisco sales professional?

A. cisco waas offers ssl offload capability.
B. cisco waas is completely transparent in the connection.
C. cisco waas has a built-in firewall.
D. cisco waas is an integrated feature of the catalyst 6500 series switches.

Answer: B

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