



700-701^{Q&As}

Cisco Application Centric Infrastructure for Account Managers

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QUESTION 1

Which three factors are often considered when qualifying an ACI sales opportunity?

- A. High availability, compatibility, and supportability
- B. Risk, relevance, and time
- C. Availability, scalability, and manageability
- D. Risk, relevance, and availability

Correct Answer: C

QUESTION 2

What is a Cisco Nexus 9500 Series Switch?

- A. An all-in-one SDN solution
- B. A modular switch
- C. A fixed top-of-rack switch
- D. A virtual software switch

Correct Answer: B

Reference: <http://www.cisco.com/c/en/us/products/collateral/switches/nexus-9000-series-switches/white-paper-c11-729987.html> (see the first paragraph on the page)

QUESTION 3

Which statement about the Cisco APIC is true?

- A. It stores policies.
- B. It provides a physical connectivity port to a legacy network
- C. It provides a test environment for applications.
- D. It stores the storage network profile.

Correct Answer: A

Reference: <http://www.cisco.com/c/en/us/solutions/collateral/data-center-virtualization/unified-fabric/white-paper-c11-730021.html> (first para)

QUESTION 4



Which three vendors have a hypervisor management solution that is supported by the ACI solution? (Choose three.)

- A. VMware
- B. Dell
- C. IBM
- D. Red Hat
- E. HP
- F. Microsoft

Correct Answer: ADF

QUESTION 5

Which ability is needed to lead a successful ACI sale?

- A. Ability to connect specific initiatives to ACI value before a project has been launched
- B. Ability to connect executives to ACI value after a project has been launched
- C. Ability to connect the technical decision makers to ACI value after a project has been launched
- D. Ability to connect specific executives to ACI value before a project has been launched

Correct Answer: A

QUESTION 6

Which customer initiative is relevant for an ACI sales opportunity?

- A. Data center space reduction
- B. Power and cooling costs reduction
- C. Application acceleration
- D. Data center upgrades

Correct Answer: C

Reference: <http://www.cisco.com/c/dam/en/us/products/collateral/cloud-systems-management/aci-fabric-controller/at-a-glance-c45-729864.pdf> (page 1, first para)

QUESTION 7

Which customer initiative often leads to an ACI sales opportunity?



- A. Application roll-out or upgrade
- B. Storage consolidation
- C. Security assessment
- D. Business process outsourcing

Correct Answer: A

QUESTION 8

Which two options are the two ACI solution components? (Choose two.)

- A. Cisco Cloud Services Router 1000V
- B. Cisco Nexus 9000 Switches
- C. Spine Leaf architecture
- D. Cisco Application Policy Infrastructure Controller
- E. Cisco Unified Computing System B-Series Servers

Correct Answer: BD

Reference: <http://www.cisco.com/c/dam/en/us/products/collateral/cloud-systems-management/aci-fabric-controller/at-a-glance-c45-729864.pdf> (page 2)

QUESTION 9

What is a Cisco Nexus 9300 Series Switch?

- A. An all-in-one SDN solution
- B. A modular switch
- C. A virtual software switch
- D. A fixed top-of-rack switch

Correct Answer: D

The Cisco Nexus 9300 platform consists of fixed-port switches designed for top-of-rack (ToR) and middle-of-row (MoR) deployment in data centers that support enterprise applications, service provider hosting, and cloud computing environments. The switches are Layer 2 and 3 nonblocking 10 and 40 Gigabit Ethernet and Fibre Channel over Ethernet (FCoE)-capable switches with up to 2.56 terabits per second (Tbps) of internal bandwidth. Reference: <http://www.cisco.com/c/en/us/products/collateral/switches/nexus-9000-series-switches/datasheet-c78-729405.html>

QUESTION 10



What is OpenFlow?

- A. A protocol
- B. An infrastructure management software
- C. An application acceleration solution
- D. A new approach to big data analytics

Correct Answer: A

QUESTION 11

Which three technology trends have disrupted traditional networking? (Choose three.)

- A. Virtualization
- B. Cloud computing
- C. Smartphones
- D. Programmability
- E. Big data analytics
- F. Software-as-a-service

Correct Answer: ABF

QUESTION 12

Which customer requirement is addressed by an ACI solution?

- A. Big data analytics
- B. Database performance improvement
- C. Server consolidation
- D. Virtual and physical workloads

Correct Answer: D

Reference: <http://www.cisco.com/c/en/us/solutions/collateral/data-center-virtualization/application-centric-infrastructure/white-paper-c11-731999.html> (main features, see 4th bullet)



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