646-206 Q&As

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QUESTION 1

Which three options signal a customer need for a new core network infrastructure (including routing)? (Choose three.)

A. decreased bandwidth needs

B. increase in staff levels

C. establishing a branch office

D. operating a single-site office

E. accommodating new services

F. adequate bandwidth

Correct Answer: BCE

With increased bandwidth needs, new infrastructure core requirements are usually needed. The increases in bandwidth come from additional staff, new branch offices being added, or to support new applications and services.

QUESTION 2

In which two situations is it more beneficial to position a Cisco Nexus Series 7000 Switch rather than a Cisco Catalyst 6500 Series Switch? (Choose two.)

A. if Cisco Catalyst 6500 Series switch is the traditional platform

B. when putting the core network into the data center

C. when network, computing, and storage convergence is anticipated

D. when a customer wants a firewall and security in the core

E. when interconnection is needed to unify multiple switches

Correct Answer: BC

Cisco Nexus 7000 Series Switches provide the foundation for Cisco Unified Fabric. They are a modular data center-class product line designed for highly scalable 1/10/40/100 Gigabit Ethernet networks with a fabric architecture that scales beyond 17 terabits per second (Tbps). Designed to meet the requirements of the most mission-critical data centers, they combine network, computing, and storage functionality.

QUESTION 3

Which service does the Cisco IronPort portfolio perform?

A. reduces the downtime that is associated with spam, viruses, and blended threats delivered via email

B. defends the perimeter from malicious users and unauthorized traffic

C. provides a secure communication path through the Internet

D. determines if a user or device is authorized to access a switch port

Correct Answer: A

The Cisco Ironport product is a secure email and web appliance that Reduces costly downtime associated with email-based spam, viruses, and web threats.

Topic 5: Selling Collaboration Architecture

QUESTION 4

Which three customer needs are addressed by Cisco solutions? (Choose three.)

A. reducing day one costs

B. improving productivity

C. gaining competitive advantage

D. focusing on current needs

E. obtaining a wide variety of point products

F. reducing TCO

Correct Answer: BCF

B, C, and F are valid while the others are wrong as day one costs will actually increase through the purchase of Cisco products, not decrease. The focus should be on current and future needs, not just current. A wide variety of point products are not necessarily needed, as only a specific need may be addressed through a single product.

QUESTION 5

Suppose that a Cisco Partner wants to achieve Cisco Gold Certified status with a Borderless Network Architecture Specialization. Which two things must be done? (Choose two.)

A. Company must have a Cisco.com ID.

B. Company must send an email to the Cisco Partner team for automatic approval.

C. Company must complete a Specialization application, located on the Partner Central web page.

D. Nothing is required, because the company is a registered Cisco Partner.

Correct Answer: AC

A complete guide to all of the requirements for the Partner Borderless Network Architecture Specialization can be found at the following URL: http://www.cisco.com/web/partners/partner_with_cisco/channel_partner_program/resale/specializations/ adv_borderless_arch.html

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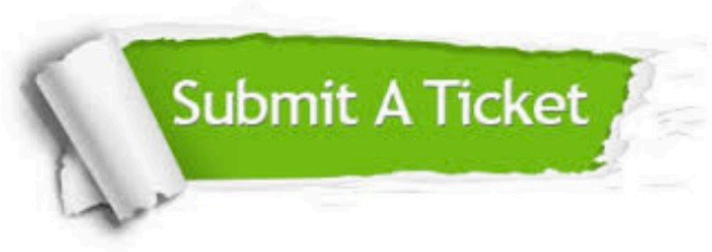

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