



646-985^{Q&As}

Data Center Networking Solution Sales

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QUESTION 1

Suppose you are a Cisco sales professional. A customer in the data center is anticipating cuts in both operational and capital budgets. Meanwhile, he needs to improve end-to-end data center security urgently. He is asking you for help. What would you do?

- A. offer a full Cisco analysis of the data center security, from application through to remote office, as part of a full-service package that can be paid for over an extended period
- B. offer to sell a number of Cisco Catalyst 6500 Series FWSMs now, with volume discount, and to have them installed in each Cisco Catalyst 6500 Series Switch in the data center, ready to be brought on line when needed in the future
- C. offer to sell a number of Cisco ACE Modules now, with volume discount, and to have them installed in each Cisco Catalyst 6500 Series Switch in the data center, ready to be brought on line when needed in the future
- D. recommend purchasing the Cisco Catalyst 6500 Series FWSM and the Cisco ACE Module or both to allow multiple virtual contexts of each to be deployed as required in the future, without requiring more hardware to be acquired (saving capital budget), with a single point of management and control (cutting operating costs)

Correct Answer: D

QUESTION 2

Having which of these is a significant benefit of Cisco's data center end-to-end strategy?

- A. service-oriented architecture
- B. service-oriented backbone network
- C. service-oriented infrastructure
- D. service-oriented networked Ethernet transmission connection system

Correct Answer: C

QUESTION 3

To ensure the ability of data recovery after a severe disruptive event, you recommend the customer firstly using a storage area network. In this way, his stored data would be as up to date and as safe as possible. Refer to these recommendations involving Cisco products, which one is the most useful?

- A. recommend using the built-in Continuous Data Protection capability of the Cisco Storage Services Module
- B. recommend that the customer consider using the Cisco SANT ap to facilitate a Continuous Data Protection solution
- C. recommend using the Cisco Data Mobility Manager capability of the Cisco Storage Services Module to enable an instantaneous copy of all data from the primary disks to secondary disks
- D. recommend using the Cisco Network Assisted Storage Backup to ensure that the customer has a full tape backup of all data



Correct Answer: B

QUESTION 4

Which issue is likely to be a pain point for the data center manager?

- A. shareholder value
- B. unanticipated downtime
- C. good corporate citizenship
- D. Cisco Catalyst 6500 Series Switches configuration using CLI

Correct Answer: B

QUESTION 5

Which statement should be used by a data center sales professional when speaking with corporate managers?

- A. Network-embedded intelligence means that functions can be swiftly deployed and redeployed across the data center.
- B. A single network spanning multiple protocols, using Ethernet as a backbone, is the basis of the next- generation data center.
- C. The network is the foundation of the twenty-first-century data center, so Cisco should be a prime architectural resource for designing all aspects of the data center.
- D. Network-based intelligence can be shared across all connected applications and devices and can deliver tens of gigabytes of throughput along with submillisecond latencies.

Correct Answer: A

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