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Data Center Networking Solution Sales

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QUESTION 1

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

QUESTION 2

Your company decides to purchase several Cisco Nexus family switches. You want one that is software- only and resides on the server. Which product is suitable for you?

- A. Nexus 1000V
- B. Nexus 2000
- C. Nexus 7000
- D. Nexus 5000

Correct Answer: A

QUESTION 3

You are describing application support services which could be applied across the data center. Which TWO examples would you give during your speech? (Choose two.)

- A. load balancing
- B. virtual firewalls
- C. fault tolerance
- D. SAN virtualization

Correct Answer: AB

QUESTION 4



A new Cisco Nexus 7000 Series Switch has been configured in the data center architecture. At which layer might it be found?

- A. At the access layer
- B. At the access layer or the core layer
- C. At the aggregation layer
- D. At the core layer or the aggregation layer

Correct Answer: D

QUESTION 5

A customer understands that the Cisco WAAS solution helps accelerate remote office operations. However, the CFO finds the financial benefits too hard to quantify. Which statement might you use to convince the CFO of the economic benefits?

- A. Ensure that the CFO understands that the Cisco WAAS solution has been positioned to be a lower cost than any competitive offering.
- B. Explain that the extended payment scheme for the Cisco WAAS solution is tied to predefined productivity gains at the remote office being achieved within a 12-month period.
- C. Tell the CFO that the Cisco WAAS solution is software that is deployed on servers at both ends of the long-distance link, and therefore, the only ongoing cost for expansion is additional licenses.
- D. Explain that the company will have to continue to pay more and more for expensive bandwidth as interactions with remote offices increase in frequency and richness of content. A Cisco WAAS solution purchase can defer this expenditure as well as improve remote office productivity.

Correct Answer: D

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