



650-281^{Q&As}

UCS: C-Series Servers for Account Manager Exam

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QUESTION 1

A potential client is looking for cost-effective servers, but stresses the importance of I/O slots for I/O intensive applications. Which server would meet this need?

- A. Cisco UCSC210 MI
- B. Cisco UCS C260 MI
- C. Cisco UCS C250 MI
- D. Cisco UCS C200 MI

Correct Answer: A

QUESTION 2

A prospective client wants to know more about the importance of a Cisco Unified Computing System in today's IT industry. What would you tell them?

- A. A Cisco Unified Computing System is needed because organizational and management costs have gone down.
- B. A Cisco Unified Computing System is important because of the rapid evolution of the Internet.
- C. A Cisco Unified Computing System is essential because more servers and switches are being deployed without significant advancement in management integration.
- D. A Cisco Unified Computing System is important because platform costs remain flat, but management costs are increasing dramatically.

Correct Answer: D

QUESTION 3

Who would be the first and best person to convince that the Cisco Unified Computing System is the right platform for them?

- A. Chief technology officer (CTO)
- B. Storage architect
- C. Server administrator
- D. Chief information officer (CIO)

Correct Answer: A

QUESTION 4



Which three adapters are supported by Cisco UCS C-Series Rack-Mount Servers?

- A. Fire wire
- B. Wireless
- C. USB
- D. Fiber Channel
- E. CNA
- F. Ethernet

Correct Answer: DEF

QUESTION 5

In which step of the sales process should you review current business and technology architecture and map the customer use case against pain points?

- A. Accelerated Deployment
- B. Assessment Workshops
- C. Sustain Optimal Operations
- D. Business Challenge Prioritization
- E. Architecture Design

Correct Answer: D

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