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UCS: C-Series Servers for Account Manager Exam

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QUESTION 1

Which two statements are benefits of the Cisco UCS C-series rack-Mount Servers?

A. Proprietary, lossless, high-latency, 1 Gigabit Ethernet Unified network Fabric

B. System designed to increase TCO

C. 40 Gigabit Ethernet Unified Network Fabric

D. The use of patented Cisco Extended Memory technology

E. A platform purpose-built for virtualization

Correct Answer: DE

QUESTION 2

Which three steps should you follow to engage a potential Cisco UCS customer? (Choose three.)

A. Define and plan.

B. Confirm the strategy

C. Review the client\\'s needs.

D. Deliver a solution.

E. Engage an extended sales team to develop a preliminary solution

F. Confirm the sale.

Correct Answer: CEF

QUESTION 3

It is important to qualify customers before attempting to sell Cisco UCS C-Series Servers. What are three important qualifiers to consider?

A. The customer is an early adopter of technology.

B. The customer has experience with Cisco ISR products.

C. The customer has experience with Cisco Nexus products.

D. The customer has low-memory requirements.

E. The customer is already using servers with a blade form factor.

F. The customer has a strong relationship with IBM

Correct Answer: ABE

QUESTION 4

A client wants recurring analyses of the performance data and configurations from the network and data center devices. The information will provide a continuous strategic view of the data center environment Which Cisco Data Center service would you recommend?

A. Optimization

B. Efficiency and facilities

C. Strategic IT and architecture

D. IT planning and deployment

Correct Answer: A

QUESTION 5

In which step of the sales cycle should you secure a solutions architecture workshop

A. Engage an extended sales team to develop a preliminary solution.

B. Define and plan.

C. Confirm the strategy,

D. Deliver a solution

Correct Answer: A

QUESTION 6

What would be a good response to offer a customer who claims that a Cisco Unified Computing System solution is expensive and may not have a large return on investment?

A. Cisco UCS C-Series Servers allow integration with existing competitor servers, thus providing for easier upgrades and replacement of outdated systems.

B. Cisco UCS C-Series Servers offer a cost-effective solution where customers buy only what they need, reducing upfront costs while offering integration possibilities in the future.

C. Cisco UCS C-Series Servers have higher up-front costs but lower costs of maintenance and management in the future, thus reducing long-term total cost of ownership.

D. Competitors are unable to provide an evolution into unified computing without purchase of the Cisco UCS C-Series Servers.

Correct Answer: C

QUESTION 7

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 Ml

B. Cisco UCS C260 Ml

C. Cisco UCS C250 Ml

D. Cisco UCS C200 Ml

Correct Answer: A

QUESTION 8

Which characteristic would you describe as a key differentiator for the Cisco UCS C-Series Rack- Mount Servers compared to the competition?

A. Serviceability

B. virtualization readiness

C. scalability

D. availability

Correct Answer: B

QUESTION 9

A client with a small office and a few remote-office applications is looking for a Cisco Unified Computing System solution that can meet his needs. Which Rack-Mount Servers would be the best fit?

A. Cisco UCS C210 M1

B. Cisco UCSC200 M1

C. Cisco UCS C250 M1

D. Cisco UCS C260 M1

Correct Answer: B

QUESTION 10

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

QUESTION 11

You have found that clients are usually nervous about transitioning to a new environment. Which Cisco UCS capability would you tell them about?

A. Virtualization

B. Seamless migration

C. Operations management

D. End-to-end architecture

Correct Answer: B

QUESTION 12

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

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