



646-985^{Q&As}

Data Center Networking Solution Sales

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QUESTION 1

Your customer seems to show great interest in support for Network-Accelerated Server less Backup (NASB). Which option is it suitable for you to recommend him to use?

- A. Cisco ACE XML Gateway
- B. Cisco MDS SSM module
- C. a dedicated backup SAN for redundancy
- D. a 56-port Layer 2 fabric extender

Correct Answer: B

QUESTION 2

What example can you give to prove the Cisco solution is better than the Brocade solution?

- A. Brocade has no experience deploying Ethernet solutions.
- B. Cisco uses partners such as HP and VMware for a full solution, providing a one-stop shop for all data center needs.
- C. Cisco has the advantage of a highly scalable MDS architecture, while the architecture of Brocade has changed little since first-generation devices.
- D. Cisco is the only provider of embedded services in the market today.

Correct Answer: C

QUESTION 3

Considering how to lower the total cost of ownership for the small-scale SAN and data center edge applications, a customer asks for your help. Which of the following Cisco products will you recommend to him?

- A. Cisco Nexus 1000V
- B. Cisco MDS 9124
- C. Cisco Catalyst 6500
- D. Cisco GSS 4492

Correct Answer: B

QUESTION 4

Which pair of corporate management roles is most likely to set the strategic requirements for meeting acceptable compliance and regulation levels within the data center?



- A. the chief information officer and the chief legal officer
- B. the chief information officer and the data center manager
- C. the chief technology officer and the data center manager
- D. the chief executive officer and the chief technology officer

Correct Answer: A

QUESTION 5

Which response would be the best response to a customer who says, "I would prefer to work with a specialist supplier"?

- A. Most specialist suppliers are just Cisco staff who have broken away to try and make some quick money.
- B. Cisco will acquire specialist suppliers after their products are mature, so you might as well work with Cisco today.
- C. Specialist suppliers will almost certainly have greater technical capabilities in their own niche area, but Cisco is catching up fast.
- D. Cisco data center sales professionals are specialists in a comprehensive range of data center technologies that are tested, integrated, and supported by a single supplier: Cisco.

Correct Answer: D

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