



# 646-985<sup>Q&As</sup>

Data Center Networking Solution Sales

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### QUESTION 1

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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### QUESTION 2

A customer faces the following challenges:

The main data center is full.

A new production system is coming on line this year.

Five smaller data centers across the world are fragmented and uncoordinated.

What would be a first-step approach?

- A. move straight to a virtualization and provisioning strategy across all data centers
- B. develop a new business continuity strategy to ensure that all the data centers are properly backed up
- C. propose an application optimization solution so that the new production system could be delivered from blade servers rather than rack-mounted servers
- D. implement consolidation around the main data center using Cisco network embedded services as a means of reducing space, power, and heat in the main data center

Correct Answer: D

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### QUESTION 3

There is a data center deployed in your organization. What is its function?

- A. to support enterprise applications by reducing operational overhead and centralizing resources
- B. to ensure that sensitive information is viewable only to those who are authorized to view it
- C. to ensure the accessibility of information



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D. to facilitate strategic decision-making at the CXO level

Correct Answer: A

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#### QUESTION 4

A new data center for the Pass4sure Company has been established. You recommended the use of the Cisco Unified Computing System approach. Which statement describes its advantage best?

- A. It offers multiple points of management.
- B. It provides a single fabric for devices that use 10 Gigabit Ethernet, devices that use Fibre Channel, and legacy devices.
- C. It provides more security throughout the data layer.
- D. It ensures the highest possible server efficiency by dedicating hardware to specific applications.

Correct Answer: B

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#### QUESTION 5

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

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