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Data Center Networking Solution Sales

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QUESTION 1

As you know, the Cisco solution is better than the Brocade one. Can you point out one of the features that have been provided by Cisco but not Brocade up to now?

A. consolidation of isolated SANs

B. N_Port Virtualizer

C. support for FCoE and DCE

D. inherited technologies from McData and In Range

Correct Answer: B

QUESTION 2

Which statement is correct when contrasting the Brocade LSAN and the Cisco VSAN?

A. The Brocade LSAN is a next-generation version of the Cisco VSAN.

B. The Cisco VSANs and the Brocade LSANs are basically the same concept.

C. The Cisco VSAN can allow a single physical fabric to be logically segmented; the Brocade LSAN needs physically separated fabrics.

D. The Cisco VSAN delivers security between environments by creating multiple physical fabrics, while Brocade\\'s LSAN allows a single physical fabric to be logically segmented and, as a result, compromises security between environments.

Correct Answer: C

QUESTION 3

Suppose you are a customer\\'s chief security officer (CSO). Which statement describes the position properly?

A. The chief security officer has an understanding of techniques and technologies such as RBAC, SSL, IDS, and firewalls but leaves the product selection decisions to the data center manager.

B. The chief security officer works closely with the chief technology officer to make technology decisions about which products to use for data center security.

C. The chief security officer might have significant influence on the operation of the data center without necessarily having any understanding of the technology deployed in the data center.

D. The chief security officer has a technology focus.

Correct Answer: C

QUESTION 4

Cisco\\'s Data Center 3.0 strategy includes a unified fabric using Data Center Ethernet. Which two statements about Data Center Ethernet are correct? (Choose two.)

A. Data Center Ethernet is a backbone connection system based on TCP/IP technology.

B. When deploying FCoE, Data Center Ethernet is superior to traditional Ethernet.

C. Data Center Ethernet is a connection technology using either Gigabit Ethernet or 10 Gigabit Ethernet.

D. Using FCoE as part of a data-center-wide connectivity strategy is being promoted by Brocade as well as Cisco.

Correct Answer: BD

QUESTION 5

You are a Cisco sales professional. A customer is consulting about a unique feature of the Cisco Wide Area Application Services solution. What is your suitable answer?

A. It offers SSL offload capability.

B. It has a built-in firewall.

C. It is completely transparent in the connection.

D. It is an integrated feature of the Catalyst 6500 Series Switches.

Correct Answer: C

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