



650-281^{Q&As}

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

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 4



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 5

Which server would be a better fit for a customer who wants to increase performance and capacity for demanding virtualization and large-data-set workloads?

- A. Cisco UCS C210 MI
- B. Cisco UCS C250 MI
- C. Cisco UCS C200 MI
- D. Cisco UCS C260 MI

Correct Answer: B

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