

# 650-987<sup>Q&As</sup>

Cisco Data Center Unified Computing Design Specialist

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#### **QUESTION 1**

Which two approaches should you use to profile a prospective customer? (Choose two.)

- A. Interview key stakeholders.
- B. Offer the customer free technical training.
- C. Present a service level agreement.
- D. Present briefings to the customer.
- E. Pursue a demo workshop.

Correct Answer: AD

#### **QUESTION 2**

How can using Cisco Application Networking Solutions help customers?

- A. improves service content
- B. reduces CapEx
- C. reduces security breaches
- D. improves service reliability

Correct Answer: D

#### **QUESTION 3**

- A. Software-as-a-Service
- B. Storage-as-a-Service
- C. Platform-as-a-Service
- D. Infrastructure-as-a-Service
- E. Security-as-a-Service
- F. IP Communications-as-a-Service

Correct Answer: ACD

## QUESTION 4



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

Δ	Cisco	LICS	C250
Α.	いっしい	(I)(A)	しょうい

B. Cisco UCS C200

C. Cisco UCS C210

D. Cisco UCS C460

Correct Answer: D

#### **QUESTION 5**

What is the only technology that touches all aspects of a typical business process?

- A. servers
- B. Internet
- C. storage
- D. network

Correct Answer: D

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