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Cisco Application Centric Infrastructure for Account Managers

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QUESTION 1

What is a Cisco Application Policy Infrastructure Controller?

A. A Cisco ACI fabric controller with open API

B. A third-party SDN controller that is compatible with all data center switches

C. A controller module in the Nexus 9500 Switch

D. A virtual application development environment

Correct Answer: A

Reference: http://www.cisco.com/c/dam/en/us/products/collateral/cloud-systems- management/aci-fabric- controller/at-a-glance-c45-730001.pdf

QUESTION 2

Which statement describes why ACI planning and deployment services are often considered critical to customer success?

A. Cisco APIC requires a database administrator to manage the device database.

B. ACI fabric is a new approach to networking with integration to external applications.

C. ACI fabric requires custom scripting to operate.

D. ACI fabric is a development framework for customers to build applications.

Correct Answer: D

QUESTION 3

Which customer initiative is relevant for an ACI sales opportunity?

A. Data center space reduction

B. Power and cooling costs reduction

C. Application acceleration

D. Data center upgrades

Correct Answer: C

Reference: http://www.cisco.com/c/dam/en/us/products/collateral/cloud-systems- management/aci-fabric- controller/at-a-glance-c45-729864.pdf (page 1, first para)

QUESTION 4

Which option is often an advantage of "selling higher" when moving from operations level to management and executive levels?

A. Manage executive expectations.

B. Gain more account control.

C. Influence corporate vision and strategy.

D. Create business initiatives.

Correct Answer: A

QUESTION 5

Which statement about the Cisco APIC is true?

A. It provides the application health score.

B. It provides a physical connectivity port to a legacy network

C. It stores the storage network profile.

D. It provides a test environment for applications.

Correct Answer: A

APIC Features and Capabilities

Centralized application-level policy engine for physical, virtual, and cloud infrastructures ·Detailed visibility, telemetry, and health scores by application and by tenant

Designed around open standards and open APIs

Robust implementation of multi-tenant security, quality of service (QoS), and high availability

Integration with management systems such as VMware, Microsoft, and OpenStack

Reference:

http://www.cisco.com/c/en/us/products/cloud-systems-management/application-policy- infrastructurecontroller-apic/index.html

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