



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

Data Center Networking Solution Sales

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#### QUESTION 1

Considering how to lower the total cost of ownership for the small-scale SAN and data center edge applications, a customer asks for your help. Which of the following Cisco products will you recommend to him?

- A. Cisco Nexus 1000V
- B. Cisco MDS 9124
- C. Cisco Catalyst 6500
- D. Cisco GSS 4492

Correct Answer: B

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#### QUESTION 2

You are required to describe the traditional trend of cost of a data center solution in its lifetime to your customer. Which statement is making sense?

- A. CapEx and OpEx both decrease after initial purchase and deployment of the solution.
- B. CapEx is initially low but rises over time because of the need for more hardware.
- C. CapEx and OpEx both increase over time as the scale of the solution grows.
- D. OpEx steadily increases over time because of rising maintenance costs.

Correct Answer: D

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#### QUESTION 3

Which of the following is an SOA protocol whose performance can be improved with Cisco's application acceleration products?

- A. XML
- B. DCNI
- C. FibreChannel
- D. SONA

Correct Answer: A

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#### QUESTION 4

As an experienced network engineer, you must be familiar with the Cisco Lifecycle Service model. Which of the following activities happens in the prepare phase of the Cisco Lifecycle Services model?



- A. SOW is prepared that outlines all the tasks to be completed during implementation.
- B. A case workshop and architecture workshop are used to identify opportunities.
- C. A capacity and performance audit is performed.
- D. A server virtualization mobility and migration plan is created.

Correct Answer: B

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#### QUESTION 5

With this customer challenge, what would be a first-step approach? "The data center's lack of agility is affecting the ability of the business to react swiftly to changing market conditions."

- A. create spare application silos that can be deployed rapidly to meet changing business requirements
- B. consider a virtualization solution that will help reduce the number of physical switches, firewalls, and security appliances
- C. segment the network into a set of physical LAN and SAN islands that can be brought on line rapidly when business conditions change
- D. propose a network-embedded application optimization solution so that business applications can react swiftly to changing requirements without needing to change the main application on the server

Correct Answer: B

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