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Data Center Networking Solution Sales

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QUESTION 1

You are introducing the Cisco UCS solution to the following customers. Which TWO kinds of customers would seem indifferent to the topic typically? (Choose two.)

A. large data set clients that use applications requiring significant memory

B. IT organizations with large server and data center virtualization initiatives

C. businesses with relatively inflexible IT structures that require a short-term solution to provide expansion

D. a small, independently owned business without an IT department

Correct Answer: CD

QUESTION 2

A bank has branch offices throughout the country, each controlling its own IT. The Legal department is worried about maintaining regulatory compliance at all sites. Which would your main focus be on as a solution strategy?

A. Virtualization and provisioning

B. Wide-area connectivity optimization

C. Consolidation and application optimization

D. Server-free backup and storage virtualization

Correct Answer: C

QUESTION 3

Your customer is considering how to make sure the data center infrastructure is scalable and able to meet future application requirements. Which of the following Cisco services would make it possible by troubleshooting during the migration and pilot phases?

A. Cisco ACE Planning and Design Service

B. Cisco Branch Consolidation Assessment Service

C. Cisco Application Networking Assessment Service

D. Cisco WAAS Planning and Design Service

Correct Answer: A

QUESTION 4

As an experienced Cisco seller, you know that Cisco differs from the competition within the virtual storage area network

environment. Cite an example, please.

A. Separated physical fabrics allow for greater flexibility.

B. There are multiple points of management.

C. All switches reside in a single physical fabric based on a single Cisco MDS.

D. The unique Cisco deployment of LSANs reduces latency in the data stream.

Correct Answer: C

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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