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Data Center Networking Solution Sales

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QUESTION 1

Your customer seems to show great interest in support for Network-Accelerated Server less Backup (NASB). Which option is it suitable for you to recommend him to use?

A. Cisco ACE XML Gateway

B. Cisco MDS SSM module

C. a dedicated backup SAN for redundancy

D. a 56-port Layer 2 fabric extender

Correct Answer: B

QUESTION 2

As a network engineer, you have to interact with various decision makers when presenting a data center solution. Which one of the following pieces of information most likely an IT manager take interest in?

A. the specifications and feature set of the Cisco Nexus lineup

B. the strategic partnerships that allow Cisco to deliver an end-to-end solution

C. the greatly reduced number of points of management that result from consolidating resources

D. the stability and financial strength of Cisco, and the world-class support after the sale

Correct Answer: C

QUESTION 3

Cisco\\\'s Data Center 3.0 strategy includes a unified fabric using Data Center Ethernet. Which two statements about Data Center Ethernet are correct? (Choose two.)

A. Data Center Ethernet is a backbone connection system based on TCP/IP technology.

B. When deploying FCoE, Data Center Ethernet is superior to traditional Ethernet.

C. Data Center Ethernet is a connection technology using either Gigabit Ethernet or 10 Gigabit Ethernet.

D. Using FCoE as part of a data-center-wide connectivity strategy is being promoted by Brocade as well as Cisco.

Correct Answer: BD

QUESTION 4

Which response would be the best response to a customer who says, "Networks are only plumbing--I focus on the servers"?

A. OK. Let me know when you are ready to connect to the network.

B. Servers will soon only be platforms embedded in the network, so we need to talk now about the future.

C. Cisco is working with VMware and will shortly be rebadging virtual servers that will work seamlessly with Cisco\\'s network solutions.

D. The network isn\\'t just pipes anymore; it is a platform for the delivery of application services like intelligent load balancing, protocol optimization, and virtualization.

Correct Answer: D

QUESTION 5

What are three commonly recognized top-level business drivers? (Choose three.)

A. optimize data center efficiency

B. maintain scalable and flexible growth of IT

C. protect business from information outages

D. maintain isolation between key business systems

Correct Answer: ABC

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