



650-281^{Q&As}

UCS: C-Series Servers for Account Manager Exam

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QUESTION 1

It is important to qualify customers before attempting to sell Cisco UCS C-Series Servers. What are three important qualifiers to consider?

- A. The customer is an early adopter of technology.
- B. The customer has experience with Cisco ISR products.
- C. The customer has experience with Cisco Nexus products.
- D. The customer has low-memory requirements.
- E. The customer is already using servers with a blade form factor.
- F. The customer has a strong relationship with IBM

Correct Answer: ABE

QUESTION 2

A potential client is looking for cost-effective servers, but stresses the importance of I/O slots for I/O intensive applications. Which server would meet this need?

- A. Cisco UCSC210 MI
- B. Cisco UCS C260 MI
- C. Cisco UCS C250 MI
- D. Cisco UCS C200 MI

Correct Answer: A

QUESTION 3

You are proposing a solution to a potential client which two items should you include in your proposal? (Choose two)

- A. Training to manage the proposed system
- B. Defining the service delivery requirements
- C. A list of competitors and their products
- D. The statement of work
- E. A deployment plan and list of necessary equipment to integrate

Correct Answer: DE



QUESTION 4

Which three steps should you follow to engage a potential Cisco UCS customer? (Choose three.)

- A. Define and plan.
- B. Confirm the strategy
- C. Review the client's needs.
- D. Deliver a solution.
- E. Engage an extended sales team to develop a preliminary solution
- F. Confirm the sale.

Correct Answer: CEF

QUESTION 5

In which step of the sales process should you review current business and technology architecture and map the customer use case against pain points?

- A. Accelerated Deployment
- B. Assessment Workshops
- C. Sustain Optimal Operations
- D. Business Challenge Prioritization
- E. Architecture Design

Correct Answer: D

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