

DUMPS ARENA

Cisco Data Center Unified Computing Sales Specialist

Cisco 650-987

Version Demo

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QUESTION NO: 1

What is one of the most important business needs with regards to today's data centers?

- A. complex technology
- B. reliable and available services
- C. fast connectivity between servers
- D. monolithic environment

ANSWER: B

QUESTION NO: 2

What are three service categories that are often found in cloud computing solutions?

(Choose three.)

- A. Software-as-a-Service
- B. Storage-as-a-Service
- C. Platform-as-a-Service
- D. Infrastructure-as-a-Service
- E. Security-as-a-Service
- F. IP Communications-as-a-Service

ANSWER: A C D

QUESTION NO: 3

The Intelligent Network can play a vital role in which three networking environments? (Choose three)

- A. storage networking
- B. application networking
- C. data networking
- D. wide-area networking

- E. security networking
- F. media networking

ANSWER: A B C

QUESTION NO: 4

What are typical CapEx and OpEx reductions that can be achieved with Cisco Unified Computing System deployment?

- A. 40% and 50%
- B. 20% and 30%
- C. 10% and 20%
- D. 30% and 40%

ANSWER: B

QUESTION NO: 5

What is the best answer to the question, "Why is a unified computing system important in today's IT industry?"

- A. Platform costs remain flat, while management costs are increasing dramatically.
- B. The Internet is rapidly evolving.
- C. Organizational and management costs have gone down.
- D. More servers and switches are being deployed without significant advancement in management integration.

ANSWER: D

QUESTION NO: 6

What are the three steps to follow to engage a potential Cisco Unified Computing System customer with a qualified Cisco solution? (Choose three.)

- A. Review the needs of the client.
- B. Create a client profile.
- C. Confirm the strategy.
- D. Deliver a solution.

- E. Define and plan.
- F. Engage an extended sales team to develop a preliminary solution.
- G. Confirm the sale.
- H. Conduct market research.

ANSWER: A D E

QUESTION NO: 7

Which statement represents a key differentiator of the Cisco Data Center Business Advantage architecture?

- A. Cisco maintains a distinct identity by distancing Cisco technology from all other vendors.
- B. Cisco retains customer lock-in by promoting proprietary standards.
- C. Cisco maximizes architectural flexibility by ensuring that options are not limited by preconfigured solutions.
- D. Cisco uses a unifying architecture with policy-based management and provisioning across the layers.

ANSWER: D

QUESTION NO: 8

Which operational effect does the Cisco UCS "stateless server" deployment model bring to the customer?

- A. The server administrator can combine the resources of multiple servers.
- B. It enables easier and faster repurposing of servers.
- C. Server deployment can be optimized from a power perspective.
- D. It requires more administrative work on first server deployment.

ANSWER: B

QUESTION NO: 9

Which two functionalities differentiate the Cisco UCS C-Series from its competitors?

(Choose two.)

- A. extended memory feature

- B. most I/O PCs
- C. maximum amount of memory
- D. virtualized adapters

ANSWER: A D

QUESTION NO: 10

Which two protocols are used with networked storage? (Choose two.)

- A. TCP/IP
- B. Fiber Channel
- C. Token Ring
- D. SATA
- E. SCSI

ANSWER: B E