

Exam Code: 646-976

Exam Name: Data Center Networking Sales Specialist

Vendor: CISCO

Version: DEMO

Part: A

1: 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 Answers: B

2: Which response would be the best response to a customer who says, "I would prefer to work with a specialist supplier"?

A.Most specialist suppliers are just Cisco staff who have broken away to try and make some quick money.

B.Cisco will acquire specialist suppliers after their products are mature, so you might as well work with Cisco today.

C.Specialist suppliers will almost certainly have greater technical capabilities in their own niche area, but Cisco is catching up fast.

D.Cisco data center sales professionals are specialists in a comprehensive range of data center technologies that are tested, integrated, and supported by a single supplier: Cisco.

Correct Answers: D

3: What are two benefits of unified fabric? (Choose two.)

A.reduced cabling

B.increased latency

C.reduced throughput

D.reduction of server adapters required for I/O

E.reduced I/O bandwidth, which allows Fibre Channel over Ethernet to work

Correct Answers: A D

4: A customer is considering a full data center virtualization strategy and is deferring network buying decisions. The customer intends to implement VMware before compatibility testing for storage and networking. How could the buying decision be brought forward?

A.Make sure that the customer understands that Cisco has the only complete network solution sets approved by VMware.

B.Quietly ensure that the customer knows that Cisco will shortly be announcing a version of VMware as an embedded network service, so compatibility with Cisco equipment can be guaranteed.

C.Make sure that the customer understands that Cisco has a financial stake and a place on the

board of VMware, so whatever VMware is doing, Cisco is tracking. Any networking products bought from Cisco today are guaranteed to be upgraded to match any changes made by VMware.

D.Explain how the Cisco VFrame Data Center has been tested and approved to provision not only VMware but also the Cisco networking solutions; so today's purchase of Cisco networking equipment automatically integrates into a wider data center virtualization strategy, satisfying both the needs of the existing data center and adapting the virtualized environment as it evolves.

Correct Answers: D

5: A customer faces the following challenges:

The main data center is full.

A new production system is coming on line this year.

Five smaller data centers across the world are fragmented and uncoordinated.

What would be a first-step approach?

A.move straight to a virtualization and provisioning strategy across all data centers

B.develop a new business continuity strategy to ensure that all the data centers are properly backed up

C.propose an application optimization solution so that the new production system could be delivered from blade servers rather than rack-mounted servers

D.implement consolidation around the main data center using Cisco network embedded services as a means of reducing space, power, and heat in the main data center

Correct Answers: D

6: How does the Cisco ACE XML gateway improve server performance?

A.by blocking XML traffic to the server

B.by offloading XML functions from the server

C.by providing SSL security for XML transfers

D.by translating XML messages to HTML messages

Correct Answers: B

7: A customer understands that the Cisco WAAS solution helps accelerate remote office operations. However, the CFO finds the financial benefits too hard to quantify. Which statement might you use to convince the CFO of the economic benefits?

A.Ensure that the CFO understands that the Cisco WAAS solution has been positioned to be a lower cost than any competitive offering.

B.Explain that the extended payment scheme for the Cisco WAAS solution is tied to predefined productivity gains at the remote office being achieved within a 12-month period.

C.Tell the CFO that the Cisco WAAS solution is software that is deployed on servers at both ends of the long-distance link, and therefore, the only ongoing cost for expansion is additional licenses.

D.Explain that the company will have to continue to pay more and more for expensive bandwidth as interactions with remote offices increase in frequency and richness of content. A Cisco WAAS solution purchase can defer this expenditure as well as improve remote office productivity.

Correct Answers: D

8: A customer with a Cisco MDS switch is considering deploying the Cisco Data Migration

Manager in the Cisco Storage Services Module. Which statement would be a financial justification?

- A.The Data Migration Manager facility means that backup software and licenses are not required anymore, creating ongoing capital and operational savings.
- B.The Data Migration Manager migrates data to a virtual disk that does not consume physical disk capacity, thus creating a cost-free duplicate of the main production data.
- C.The Data Migration Manager will migrate applications from one server to another without interrupting the application's service delivery, maintaining service delivery to the user and minimizing the impact of revenue generation.
- D.Software development teams can gain access to current production data, for software change testing, without impacting the front-line business of the company, while maintaining the company's revenue stream.

Correct Answers: D

9: What can a business do to respond swiftly to new business requirements?

- A.install faster servers and more storage
- B.move from a siloed strategy to a service-oriented strategy
- C.prevent applications from interacting with one another
- D.install a dedicated system, isolated from the rest of the data center

Correct Answers: B

10: 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.
- E.Data Center Ethernet will replace Fibre Channel and InfiniBand, and consequently the Cisco SFS and MDS family of switches will be phased out.

Correct Answers: B D