



Data Center Networking Solution Sales

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QUESTION 1

As you know, the Cisco solution is better than the Brocade one. Can you point out one of the features that have been provided by Cisco but not Brocade up to now?

- A. consolidation of isolated SANs
- B. N_Port Virtualizer
- C. support for FCoE and DCE
- D. inherited technologies from McData and In Range

Correct Answer: B

QUESTION 2

Your company decides to purchase several Cisco Nexus family switches. You want one that is software- only and resides on the server. Which product is suitable for you?

- A. Nexus 1000V
- B. Nexus 2000
- C. Nexus 7000
- D. Nexus 5000
- Correct Answer: A

QUESTION 3

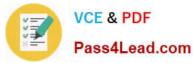
Suppose you are talking about the way of the Cisco solution impacting utilization, CapEx, OpEx, and TCO to the following four decision makers. Who might show the most attention to this topic?

- A. server administration team
- B. director of IT
- C. network operations team
- D. storage architect and administration team

Correct Answer: B

QUESTION 4

Which pair of corporate management roles is most likely to set the strategic requirements for meeting acceptable compliance and regulation levels within the data center?



- A. the chief information officer and the chief legal officer
- B. the chief information officer and the data center manager
- C. the chief technology officer and the data center manager
- D. the chief executive officer and the chief technology officer

Correct Answer: A

QUESTION 5

It is possible for a user to run Cisco storage networking solutions in cooperation with his Brocade and legacy McData switches. It is supported by what feature?

A. Line card expansion modules may have Fibre Channel ports, 10 Gigabit Ethernet ports, or a combination of both to accommodate switches from other vendors.

B. Cisco storage networking devices can run either the Cisco MDS SAN-OS or Cisco NX-OS operating system to match the operating systems that are running on devices from other vendors.

C. Interoperability modes allow VSANs to be propagated from the Cisco MDS to other Fibre Channel devices.

D. Because Fibre Channel is based on a set of open standards, Cisco solutions are fully compatible with other Fibre Channel devices.

Correct Answer: C

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