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Data Center Networking Solution Sales

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**QUESTION 1**

As an experienced network engineer, you have acquired much knowledge about Cisco wide area application services (WAAS). Which feature belongs to Cisco WAAS?

- A. firewall security
- B. TCP optimization
- C. server load balancing
- D. Ethernet optimization

Correct Answer: B

QUESTION 2

Which option describes "blade switches" best?

- A. end-of-row switches
- B. modules that fit into MDS switches
- C. top-of-rack switches
- D. modules that fit into blade server chassis

Correct Answer: D

QUESTION 3

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 Answer: B

QUESTION 4



A customer has already got a Cisco MDS switch. You recommend him to deploy the Cisco Data Migration Manager in the Cisco Storage Services Module. What a financial reason can you provide?

- A. 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.
- 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 facility means that backup software and licenses are not required anymore, creating ongoing capital and operational savings.
- 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 Answer: D

QUESTION 5

Your customer is looking at upgrading the company's existing Cisco SAN environment. Which fact might be an indicator that Cisco storage networking solutions can have a unique selling point?

- A. The customer is considering acquisition of a company that uses Brocade switches in its SAN.
- B. The customer is considering moving away from EMC and toward HDS as the company's primary storage supplier.
- C. The customer has remote offices that currently utilize network attached storage, which the customer wants to back up to the main data center.
- D. The customer is considering separating the company's SAN fabric into two physical SANs to ensure that there is complete security, by separation, between them.

Correct Answer: A

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