



Data Center Networking Solution Sales

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QUESTION 1

The Cisco Nexus 7000 Series Switches have a feature called virtual device contexts. Which product supports the virtual device contexts feature?

A. Only the Cisco Nexus 7000 Series supports virtual device contexts.

B. Most major network manufacturers have products that support virtual device contexts.

C. Cisco Catalyst 6500s support virtual device contexts when they are connected together to create a single virtual switch.

D. Force 10\\'s E1200i and the Cisco Nexus 7000 Series are the only products in the industry that support virtual device contexts.

Correct Answer: A

QUESTION 2

Suppose you are a Cisco sales professional. A customer in the data center is anticipating cuts in both operational and capital budgets. Meanwhile, he needs to improve end-to-end data center security urgently. He is asking you for help. What would you do?

A. offer a full Cisco analysis of the data center security, from application through to remote office, as part of a full-service package that can be paid for over an extended period

B. offer to sell a number of Cisco Catalyst 6500 Series FWSMs now, with volume discount, and to have them installed in each Cisco Catalyst 6500 Series Switch in the data center, ready to be brought on line when needed in the future

C. offer to sell a number of Cisco ACE Modules now, with volume discount, and to have them installed in each Cisco Catalyst 6500 Series Switch in the data center, ready to be brought on line when needed in the future

D. recommend purchasing the Cisco Catalyst 6500 Series FWSM and the Cisco ACE Module or both to allow multiple virtual contexts of each to be deployed as required in the future, without requiring more hardware to be acquired (saving capital budget), with a single point of management and control (cutting operating costs)

Correct Answer: D

QUESTION 3

A bank has branch offices throughout the country, each controlling its own IT. The Legal department is worried about maintaining regulatory compliance at all sites. Which would your main focus be on as a solution strategy?

- A. Virtualization and provisioning
- B. Wide-area connectivity optimization
- C. Consolidation and application optimization
- D. Server-free backup and storage virtualization



Correct Answer: C

QUESTION 4

In the highly competitive networking switch market, which statement can Cisco make that the competition cannot?

A. 10 Gigabit Ethernet is available on all switches and line cards.

B. Cisco has blade server switches for both data networking and storage networking requirements.

C. Cisco has a commitment to using Ethernet as the backbone connection system for the data center.

D. Cisco supports modular switches and top-of-rack switches for both Gigabit Ethernet and 10 Gigabit Ethernet, and blade switches for both data networks and storage networks.

Correct Answer: D

QUESTION 5

To ensure the ability of data recovery after a severe disruptive event, you recommend the customer firstly using a storage area network. In this way, his stored data would be as up to date and as safe as possible. Refer to these recommendations involving Cisco products, which one is the most useful?

A. recommend using the built-in Continuous Data Protection capability of the Cisco Storage Services Module

B. recommend that the customer consider using the Cisco SANT ap to facilitate a Continuous Data Protection solution

C. recommend using the Cisco Data Mobility Manager capability of the Cisco Storage Services Module to enable an instantaneous copy of all data from the primary disks to secondary disks

D. recommend using the Cisco Network Assisted Storage Backup to ensure that the customer has a full tape backup of all data

Correct Answer: B

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