Vendor: Cisco

Exam Code:650-281

Exam Name:UCS: C-Series Servers for Account Manager Exam

Version: Demo

QUESTION 1

You have found that clients are usually nervous about transitioning to a new environment. Which Cisco UCS capability would you tell them about?

A. Virtualization

B. Seamless migration

C. Operations management

D. End-to-end architecture

Correct Answer: B

QUESTION 2

Which two statements are benefits of the Cisco UCS C-series rack-Mount Servers?

A. Proprietary, lossless, high-latency, 1 Gigabit Ethernet Unified network Fabric

B. System designed to increase TCO

C. 40 Gigabit Ethernet Unified Network Fabric

D. The use of patented Cisco Extended Memory technology

E. A platform purpose-built for virtualization

Correct Answer: DE

QUESTION 3

In which step of the sales process should you review current business and technology architecture and map the customer use case against pain points?

A. Accelerated Deployment

B. Assessment Workshops

C. Sustain Optimal Operations

D. Business Challenge Prioritization

E. Architecture Design

Correct Answer: D

QUESTION 4

Which server would be a better fit for a customer who wants to increase performance and capacity for demanding virtualization and large-data-set workloads?

A. Cisco UCS C210 MI

B. Cisco UCS C250 MI

C. Cisco UCS C200 MI

D. Cisco UCS C260 MI

Correct Answer: B

QUESTION 5

You are proposing a solution to a potential client which two items should you include in your proposal? (Choose two)

A. Training to manage the proposed system

B. Defining the service delivery requirements

C. A list of competitors and their products

D. The statement of work

E. A deployment plan and list of necessary equipment to integrate

Correct Answer: DE

QUESTION 6

In which step of the sales cycle should you secure a solutions architecture workshop

A. Engage an extended sales team to develop a preliminary solution.

B. Define and plan.

C. Confirm the strategy,

D. Deliver a solution

Correct Answer: A

QUESTION 7

A prospective client wants to know more about the importance of a Cisco Unified Computing System in today\\'s IT industry. What would you tell them?

A. A Cisco Unified Computing System is needed because organizational and management costs have gone down.

B. A Cisco Unified Computing System is important because of the rapid evolution of the Internet.

C. A Cisco Unified Computing System is essential because more servers and switches are being deployed without significant advancement in management integration.

D. A Cisco Unified Computing System is important because platform costs remain flat, but management costs are increasing dramatically.

Correct Answer: D

QUESTION 8

Which three adapters are supported by Cisco UCS C-Series Rack-Mount Servers?

A. Fire wire

B. Wireless

C. USB

D. Fiber Channel

E. CNA

F. Ethernet

Correct Answer: DEF

QUESTION 9

Which two actions should you perform to profile a prospective customer?

A. Engage internal support.

B. Interview key stakeholders.

C. Develop an engagement plan.

D. Present a service-level agreement.

E. Pursue a demo workshop

Correct Answer: BC

QUESTION 10

A client wants recurring analyses of the performance data and configurations from the network and data center devices. The information will provide a continuous strategic view of the data center environment Which Cisco Data Center service would you recommend?

A. Optimization

B. Efficiency and facilities

C. Strategic IT and architecture

D. IT planning and deployment

Correct Answer: A

QUESTION 11

Who would be the first and best person to convince that the Cisco Unified Computing System is the right platform for them?

A. Chief technology officer (CTO)

B. Storage architect

C. Server administrator

D. Chief information officer (CIO)

Correct Answer: A

QUESTION 12

A client with a small office and a few remote-office applications is looking for a Cisco Unified Computing System solution that can meet his needs. Which Rack-Mount Servers would be the best fit?

A. Cisco UCS C210 M1

B. Cisco UCSC200 M1

C. Cisco UCS C250 M1

D. Cisco UCS C260 M1

Correct Answer: B

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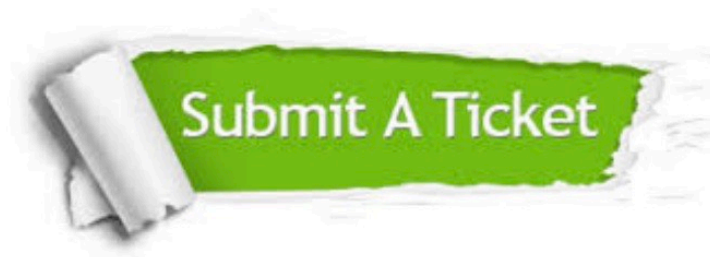
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