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Data Center Networking Solution Sales

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QUESTION 1

You are a Cisco sales professional. A customer is consulting about a unique feature of the Cisco Wide Area Application Services solution. What is your suitable answer?

A. It offers SSL offload capability.

B. It has a built-in firewall.

C. It is completely transparent in the connection.

D. It is an integrated feature of the Catalyst 6500 Series Switches.

Correct Answer: C

QUESTION 2

Which statement is correct when contrasting the Brocade LSAN and the Cisco VSAN?

A. The Brocade LSAN is a next-generation version of the Cisco VSAN.

B. The Cisco VSANs and the Brocade LSANs are basically the same concept.

C. The Cisco VSAN can allow a single physical fabric to be logically segmented; the Brocade LSAN needs physically separated fabrics.

D. The Cisco VSAN delivers security between environments by creating multiple physical fabrics, while Brocade\\'s LSAN allows a single physical fabric to be logically segmented and, as a result, compromises security between environments.

Correct Answer: C

QUESTION 3

Which issue is a pain point that might make technical managers reluctant to embrace change in the data center?

A. Until IBM or HP proposes a solution, no one can make a decision about change.

B. Corporate management is not giving enough technical direction about what it wants.

C. Decisions about change inevitably require hiring specialist contractors, and there is no budget.

D. Complexity in the data center technology infrastructure means that any change involves risk to existing operations.

Correct Answer: D

QUESTION 4

A new Cisco Nexus 7000 Series Switch has been configured in the data center architecture. At which layer might it be

found?

A. At the access layer

B. At the access layer or the core layer

C. At the aggregation layer

D. At the core layer or the aggregation layer

Correct Answer: D

QUESTION 5

What example can you give to prove the Cisco solution is better than the Brocade solution?

A. Brocade has no experience deploying Ethernet solutions.

B. Cisco uses partners such as HP and VMware for a full solution, providing a one-stop shop for all data center needs.

C. Cisco has the advantage of a highly scalable MDS architecture, while the architecture of Brocade has changed little since first-generation devices.

D. Cisco is the only provider of embedded services in the market today.

Correct Answer: C

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