



# 646-985<sup>Q&As</sup>

Data Center Networking Solution Sales

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**QUESTION 1**

Cisco's Data Center 3.0 strategy includes a unified fabric using Data Center Ethernet. Which two statements about Data Center Ethernet are correct? (Choose two.)

- A. Data Center Ethernet is a backbone connection system based on TCP/IP technology.
- B. When deploying FCoE, Data Center Ethernet is superior to traditional Ethernet.
- C. Data Center Ethernet is a connection technology using either Gigabit Ethernet or 10 Gigabit Ethernet.
- D. Using FCoE as part of a data-center-wide connectivity strategy is being promoted by Brocade as well as Cisco.

Correct Answer: BD

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**QUESTION 2**

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

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**QUESTION 3**

Which response would be the best response to a customer who says, "I would prefer to work with a specialist supplier"?

- A. Most specialist suppliers are just Cisco staff who have broken away to try and make some quick money.
- B. Cisco will acquire specialist suppliers after their products are mature, so you might as well work with Cisco today.
- C. Specialist suppliers will almost certainly have greater technical capabilities in their own niche area, but Cisco is catching up fast.
- D. Cisco data center sales professionals are specialists in a comprehensive range of data center technologies that are tested, integrated, and supported by a single supplier: Cisco.

Correct Answer: D

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#### QUESTION 4

Which Cisco MDS feature can protect data at rest?

- A. SME
- B. DMM
- C. IPSec
- D. SANTap

Correct Answer: A

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#### QUESTION 5

With regards to these options, which three are the most common top-level business drivers in the data center? (Choose three.)

- A. protecting the data center by allowing the business to continue in the face of unplanned events
- B. implementing data center solutions with a combination of physical and data layer security
- C. optimizing operational efficiency through consolidation and reducing OpEx
- D. managing growth by enabling agility in the data center

Correct Answer: ACD

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