



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

Data Center Networking Solution Sales

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### QUESTION 1

Which statement is a competitive differentiator for Cisco?

- A. Cisco can virtualize storage, network, and server resources and provision them to applications.
- B. Cisco can orchestrate and provision virtual servers, virtual storage, and virtual network resources across the data center from a single control point.
- C. Cisco is developing an extended specification for Ethernet, which will be unique to Cisco and will act as a backbone connection system, end to end, across the data center, supporting such protocols as Fibre Channel over Ethernet (FCoE).
- D. Cisco can combine the virtualization of switches and network resources using service modules in the Catalyst 6500 that support virtual device contexts with the virtualization of storage using the SSM's built-in virtualization feature in the MDS, and then provision these resources to applications using VFrame.

Correct Answer: B

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### QUESTION 2

Refer to siloed applications. Which option provides a suitable description?

- A. Committing siloed resources to a specific application allows for high utilization.
- B. Over provisioning siloed resources is a cost-effective way to anticipate growth.
- C. The process of deal locating and reallocating siloed resources can be more costly than purchasing new equipment.
- D. Redeploying siloed resources raises capital expenditure (CapEx) but reduces operational expenditure (OpEx)

Correct Answer: C

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### QUESTION 3

When in a competitive situation for SAN business against Brocade, which statement would highlight a unique selling point for the Cisco MDS switch?

- A. Cisco has been delivering director-class storage switches for longer than Brocade.
- B. Cisco has demonstrated excellent investment protection by allowing new generation linecards to work in first generation directors.
- C. The Cisco MDS switch can support Gigabit Ethernet as well as Fibre Channel, while Brocade supports only Fibre Channel.
- D. The real Cisco competition was McData, until Brocade bought it and tried to make it compatible with their legacy switches, leaving Cisco with the only director-class switches in the industry.

Correct Answer: B

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#### QUESTION 4

Which issue is likely to be a security pain point highlighted by the chief security officer in a security audit of data center operations?

- A. Security policies are fragmented across the data center, and there is no centralized point of management and control.
- B. Fiber optic cables should be used throughout the data center because they are less vulnerable to interception technology than copper cables.
- C. The data center does not need both intrusion detection systems and firewalls because they are complementary technologies and overlap in many respects.
- D. Using 10 Gigabit Ethernet connections makes the speed of an attack from outside the corporation a significant security vulnerability, because reaction times to any intrusion must be 10 times faster than it is when using Gigabit Ethernet.

Correct Answer: A

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#### QUESTION 5

Which statement should be used by a data center sales professional when speaking with corporate managers?

- A. Network-embedded intelligence means that functions can be swiftly deployed and redeployed across the data center.
- B. A single network spanning multiple protocols, using Ethernet as a backbone, is the basis of the next- generation data center.
- C. The network is the foundation of the twenty-first-century data center, so Cisco should be a prime architectural resource for designing all aspects of the data center.
- D. Network-based intelligence can be shared across all connected applications and devices and can deliver tens of gigabytes of throughput along with submillisecond latencies.

Correct Answer: A

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