



# 650-281<sup>Q&As</sup>

UCS: C-Series Servers for Account Manager Exam

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**QUESTION 1**

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

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**QUESTION 2**

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

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**QUESTION 3**

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

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**QUESTION 4**



What would be a good response to offer a customer who claims that a Cisco Unified Computing System solution is expensive and may not have a large return on investment?

- A. Cisco UCS C-Series Servers allow integration with existing competitor servers, thus providing for easier upgrades and replacement of outdated systems.
- B. Cisco UCS C-Series Servers offer a cost-effective solution where customers buy only what they need, reducing upfront costs while offering integration possibilities in the future.
- C. Cisco UCS C-Series Servers have higher up-front costs but lower costs of maintenance and management in the future, thus reducing long-term total cost of ownership.
- D. Competitors are unable to provide an evolution into unified computing without purchase of the Cisco UCS C-Series Servers.

Correct Answer: C

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#### QUESTION 5

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

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