



650-281^{Q&As}

UCS: C-Series Servers for Account Manager Exam

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**QUESTION 1**

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 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

QUESTION 3

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 4**

It is important to qualify customers before attempting to sell Cisco UCS C-Series Servers. What are three important qualifiers to consider?

- A. The customer is an early adopter of technology.
- B. The customer has experience with Cisco ISR products.
- C. The customer has experience with Cisco Nexus products.
- D. The customer has low-memory requirements.
- E. The customer is already using servers with a blade form factor.
- F. The customer has a strong relationship with IBM

Correct Answer: ABE

QUESTION 5

A potential client is looking for cost-effective servers, but stresses the importance of I/O slots for I/O intensive applications. Which server would meet this need?

- A. Cisco UCSC210 MI
- B. Cisco UCS C260 MI
- C. Cisco UCS C250 MI
- D. Cisco UCS C200 MI

Correct Answer: A

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