



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

UCS: C-Series Servers for Account Manager Exam

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**QUESTION 1**

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Servers allow integration with existing competitor servers, thus providing for easier upgrades and replacement of outdated systems.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 2**

A client with a small office and a few remote-office applications is looking for a Cisco Unified Computing System solution that can meet his needs. Which Rack-Mount Servers would be the best fit?

- A. Cisco UCS C210 M1
- B. Cisco UCSC200 M1
- C. Cisco UCS C250 M1
- D. Cisco UCS C260 M1

Correct Answer: B

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**QUESTION 3**

You are proposing a solution to a potential client which two items should you include in your proposal? (Choose two)

- A. Training to manage the proposed system
- B. Defining the service delivery requirements
- C. A list of competitors and their products
- D. The statement of work
- E. A deployment plan and list of necessary equipment to integrate

Correct Answer: DE

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#### QUESTION 4

Which characteristic would you describe as a key differentiator for the Cisco UCS C-Series Rack- Mount Servers compared to the competition?

- A. Serviceability
- B. virtualization readiness
- C. scalability
- D. availability

Correct Answer: B

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#### QUESTION 5

Which environments are best for Cisco UCS C-Series Rack-Mount Server installations?

- A. Enterprise data centers, branch offices, and remote offices
- B. Commercial-sized graphic design firms
- C. Small offices with limited technology
- D. Large data centers with an established server and switch framework

Correct Answer: A

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