



650-281^{Q&As}

UCS: C-Series Servers for Account Manager Exam

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**QUESTION 1**

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

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

QUESTION 3

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 4

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

QUESTION 5

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

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