



650-281^{Q&As}

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Servers allow integration with existing competitor servers, thus providing for easier upgrades and replacement of outdated systems.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

QUESTION 2

Cisco UCS C-Series Rack-Mount Servers come with internal local storage. The C-Series Servers are capable of which RAID configuration?

- A. RAID 2 and 3
- B. RAID 1 and 2
- C. RAID 3 and 4
- D. RAID 0 and 1

Correct Answer: D

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

**QUESTION 4**

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

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

QUESTION 6

Which three adapters are supported by Cisco UCS C-Series Rack-Mount Servers?

- A. Fire wire
- B. Wireless
- C. USB
- D. Fiber Channel
- E. CNA
- F. Ethernet

Correct Answer: DEF

QUESTION 7



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 8

Which two actions should you perform to profile a prospective customer?

- A. Engage internal support.
- B. Interview key stakeholders.
- C. Develop an engagement plan.
- D. Present a service-level agreement.
- E. Pursue a demo workshop

Correct Answer: BC

QUESTION 9

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

QUESTION 10

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 11

In which step of the sales cycle should you secure a solutions architecture workshop

- A. Engage an extended sales team to develop a preliminary solution.
- B. Define and plan.
- C. Confirm the strategy,
- D. Deliver a solution

Correct Answer: A

QUESTION 12

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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