



646-985

Data Center Networking Solution Sales (DCNSS)

Exam number/code: 646-985

Exam name: Data Center Networking Solution Sales (DCNSS)

Questions & Answers: 50 Q&A

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Exam: 646-985 Certification Questions & Answers

Question 1:

What two things can a business implement to achieve better utilization of IT resources?
(Choose two.)

- A. distributed management
- B. embedded network intelligence
- C. consolidation of data center resources
- D. role-based access control
- E. business continuity with mirrored primary and secondary sites

Answer: B,C

Question 2:

In a situation where the customer asks for a unique feature of the Cisco WAAS solution, which statement could be correctly made by a Cisco sales professional?

- A. Cisco WAAS offers SSL offload capability.
- B. Cisco WAAS is completely transparent in the connection.
- C. Cisco WAAS has a built-in firewall.
- D. Cisco WAAS is an integrated feature of the Catalyst 6500 Series Switches.

Answer: B

Question 3:

Your customer needs to be able to recover very quickly if there is a major disruptive event. The first phase in reaching this goal is to consider using the SAN to ensure that the customer's stored data is as up to date and as safe as possible. How can Cisco help?

- A. recommend using the built-in Continuous Data Protection capability of the Cisco Storage Services Module
- B. recommend that the customer consider using the CiscoSANTap to facilitate a Continuous Data Protection solution
- C. recommend using the Cisco Data Mobility Manager capability of the Cisco Storage Services Module to enable an instantaneous copy of all data from the primary disks to secondary disks
- D. recommend using the Cisco Network Assisted Storage Backup to ensure that the customer has a full tape backup of all data

Answer: B

Question 4:

Which statement about full-width blades is true?

- A. Full-width blades feature four times as many dual-port adapters as half-width blades.
- B. Full-width blades feature four times as many DIMM slots as half-width blades.
- C. Up to eight full-width blades may fit into a single Cisco UCS 5100 enclosure.
- D. Full-width blades feature a pair of Intel Xenon processors.

Answer: B

Question 5:

Your customer in the data center is anticipating cuts in both operational and capital budgets. At the same time, the customer is under pressure to improve end-to-end data center security. How can Cisco sales professionals help meet both requirements?

- A. recommend purchasing the Cisco Catalyst 6500 Series FWSM and the Cisco ACE Module or both to allow multiple virtual contexts of each to be deployed as required in the future, without requiring more hardware to be acquired (saving capital budget), with a single point of management and control (cutting operating costs)
- B. offer a full Cisco analysis of the data center security, from application through to remote office, as part of a full-service package that can be paid for over an extended period
- C. offer to sell a number of Cisco Catalyst 6500 Series FWSMs now, with volume discount, and to have them installed in each Cisco Catalyst 6500 Series Switch in the data center, ready to be brought on line when needed in the future
- D. offer to sell a number of Cisco ACE Modules now, with volume discount, and to have them installed in each Cisco Catalyst 6500 Series Switch in the data center, ready to be brought on line when needed in the future

Answer: A

Question 6:

Which two are examples of application support services that can be deployed across the data center?
(Choose two.)

- A. consolidating storage services
- B. fault tolerance
- C. virtual firewalls
- D. SAN virtualization
- E. load balancing
- F. adding unified fabric as a backbone

Answer: C,E

Question 7:

Which key decision maker is most likely to be interested in how the Cisco solution will impact utilization, CapEx, OpEx, and TCO?

- A. storage architect and administration team

- B. network operations team
- C. server administration team
- D. director of IT

Answer: D

Question 8:

Which two of these customer types are not typically interested in a Cisco UCS solution? (Choose two.)

- A. businesses with relatively inflexible IT structures that require a short-term solution to provide expansion
- B. service providers that are looking to provide enterprise-quality infrastructure for certain virtualized applications and workloads
- C. IT organizations with large server and data center virtualization initiatives
- D. large data set clients that use applications requiring significant memory
- E. a small, independently owned business without an IT department

Answer: A,E

Question 9:

When outlining the potential financial savings from having virtualized network services modules, which statement would be a supportable statement to make?

- A. Because the services are virtual, virtual network services modules will take up no rack space and will consume no power.
- B. The savings will depend upon the requirements for each data center but can be as much as 80 percent on power and 30 units of rack space.
- C. Virtual services modules can support up to a maximum of four virtual contexts, so they can save up to 75 percent of both power and rack space.
- D. Every time a new virtual context is created, the services modules draw 50 percent more power than a single-context operation, so the maximum number of virtual contexts is limited to four per module. With the maximum of four virtual contexts, the total power consumed is 250 percent of a single context operation, which is 150 percent less power than four physical service appliances would draw.

Answer: B

Question 10:

How does Cisco differ from the competition in the VSAN environment?

- A. Separated physical fabrics allow for greater flexibility.
- B. There are multiple points of management.
- C. All switches reside in a single physical fabric based on a single Cisco MDS.
- D. The unique Cisco deployment of LSANs reduces latency in the data stream.

Answer: C

Question 11:

Which product in the Cisco Nexus family is a software-only switch that resides on the server?

- A. Nexus 5000
- B. Nexus 1000V
- C. Nexus 2000
- D. Nexus 7000

Answer: B

Question 12:

Which feature allows Cisco storage networking solutions to operate with Brocade and legacy McData switches?

- A. Interoperability modes allow VSANs to be propagated from the Cisco MDS to other Fibre Channel devices.
- B. Cisco storage networking devices can run either the Cisco MDS SAN-OS or Cisco NX-OS operating system to match the operating systems that are running on devices from other vendors.
- C. Line card expansion modules may have Fibre Channel ports, 10 Gigabit Ethernet ports, or a combination of both to accommodate switches from other vendors.
- D. Because Fibre Channel is based on a set of open standards, Cisco solutions are fully compatible with other Fibre Channel devices.

Answer: A

Question 13:

Traditionally, what has been the trend of cost over the lifetime of a data center solution?

- A. CapEx and OpEx both increase over time as the scale of the solution grows.
- B. OpEx steadily increases over time because of rising maintenance costs.
- C. CapEx and OpEx both decrease after initial purchase and deployment of the solution.
- D. CapEx is initially low but rises over time because of the need for more hardware.

Answer: B

Question 14:

Which product greatly improves server efficiency through both highly flexible traffic management and offloading CPU-intensive tasks?

- A. Cisco Catalyst 6500 Series Firewall Services Module
- B. Cisco Nexus 7000 Module
- C. Cisco Storage Services Module
- D. Cisco Application Control Engine Module

Answer: D

Question 15:

What might you recommend to a customer who is interested in support for Network-Accelerated Serverless Backup (NASB)?

- A. a dedicated backup SAN for redundancy
- B. a 56-port Layer 2 fabric extender
- C. Cisco MDS SSM module
- D. Cisco ACE XML Gateway

Answer: C

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