

# 646-985

## Cisco

### Data Center Networking Solution Sales (DCNSS)

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<b>Exam Name:</b>	<b>Data Center Networking Solution Sales (DCNSS)</b>		
<b>Exam Type:</b>	<b>Cisco</b>		
<b>Exam Code:</b>	<b>646-985</b>	<b>Total Question:</b>	<b>50</b>

**Question: 1**

A company is looking to go with an end-to-end virtualization approach that will help them reduce capital investment and operational savings. What can help your customer achieve this?

- A. cisco mds family
- B. cisco unified computing systems
- C. cisco nexus 7000 series switches
- D. cisco catalyst switches

**Answer: B**

**Question: 2**

Which statement is likely to be true about the role of a customer's chief security officer?

- A. the chief security officer might have significant influence on the operation of the data center without necessarily having any understanding of the technology deployed in the data center.
- B. the chief security officer works closely with the chief technology officer to make technology decisions about which products to use for data center security.
- C. the chief security officer has a technology focus.
- D. the chief security officer has an understanding of techniques and technologies such as rbac, ssl, ids, and firewalls but leaves the product selection decisions to the data center manager.

**Answer: A**

**Question: 3**

Which service helps the customer ensure that their data center infrastructure is scalable and able to meet future application requirements by addressing issues during the migration and pilot phases?

- A. cisco ace planning and design service
- B. cisco application networking assessment service
- C. cisco branch consolidation assessment service
- D. cisco waas planning and design service

**Answer: A**

**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**

Which statement describes a benefit of the cisco unified computing system (ucs) approach in the data center?

- A. it offers multiple points of management.
- B. it ensures the highest possible server efficiency by dedicating hardware to specific applications.
- C. it provides a single fabric for devices that use 10 gigabit ethernet, devices that use fibre channel, and legacy devices.

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D. it provides more security throughout the data layer.

**Answer: C**

**Question: 6**

A client mentions that role-assigned tasks need to be managed by a number of internal departments. Which hardware would you suggest to provide this capability?

- A. a pair of cisco nexus 7000 series switches at the core layer
- B. cisco catalyst 4900 series top-of-rack switch
- C. cisco application control engine (ace)
- D. cisco catalyst 6500 series firewall services module (fwsn)

**Answer: C**

**Question: 7**

What are three key differentiators that set cisco unified computing systems apart from competitors like hp and dell? (Choose three.)

- A. partner ecosystem
- B. service profile portability
- C. technical support and warranty
- D. professional service offerings
- E. breadth of computing portfolio
- F. financing options
- G. virtualization optimization
- H. memory expansion capacity

**Answer: B, G, H**

**Question: 8**

When in a competitive situation for san business against brocade, which statement would highlight a unique selling point for cisco?

- A. the cisco mds switch can support gigabit ethernet as well as fibre channel, while brocade supports only fibre channel.
- B. the real cisco competition was mcd data, until brocade bought it and tried to make it compatible with their legacy switches, leaving cisco with the only director-class switches in the industry.
- C. cisco is experienced end to end across the data center and across all network technologies, offering across-the-board solution sets.
- D. cisco has been delivering director-class storage switches longer than brocade.

**Answer: C**

**Question: 9**

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**

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