

# Cisco

## Exam 650-281

### C-Series Servers for Account Manager

Version: Demo

[ Total Questions: 10 ]

**Question No : 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

**Answer: D,E**

**Question No : 2**

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

**Answer: B,C**

**Question No : 3**

Who would be the first and best person to convince that the Cisco Unified Computing System is the right platform for them?

- A. Chief technology officer (CTO)
- B. Storage architect
- C. Server administrator
- D. Chief information officer (CIO)

**Answer: A**

**Question No : 4**

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

**Answer: A,B,E**

**Question No : 5**

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

**Answer: B**

Reference: <http://www.cisco.com/en/US/products/ps10502/index.html> (first paragraph)

**Question No : 6**

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

**Answer: B**

**Question No : 7**

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

**Answer: D,E**

**Question No : 8**

Which three steps should you follow to engage a potential Cisco UCS customer? (Choose three.)

- A. Define and plan.
- B. Confirm the strategy
- C. Review the client's needs.
- D. Deliver a solution.
- E. Engage an extended sales team to develop a preliminary solution
- F. Confirm the sale.

**Answer: C,E,F**

**Question No : 9**

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

**Answer: D**

**Question No : 10**

A prospective client wants to know more about the importance of a Cisco Unified Computing System in today's IT industry. What would you tell them?

- A. A Cisco Unified Computing System is needed because organizational and management costs have gone down.
- B. A Cisco Unified Computing System is important because of the rapid evolution of the Internet.
- C. A Cisco Unified Computing System is essential because more servers and switches are being deployed without significant advancement in management integration.
- D. A Cisco Unified Computing System is important because platform costs remain flat, but management costs are increasing dramatically.

**Answer: D**