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Exam : 646-967

Title : Cisco Data Center Networking Sales

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QUESTION 1

A Virus brought down the network of your client of three hours. Immediate, complete deployment of an embedded, self-defending network has been mandated. Which three solutions would you suggest? (Choose three.)

- A. Cisco ACE
- B. Cisco AVS
- C. Cisco VFrame
- D. Cisco FWSM
- E. Cisco GSS

Answer: A,B,D

QUESTION 2

Which Storage Technology Groups arrays of disks to increase throughput, reliability or both?

- A. iSCSI
- B. SCSI
- C. Fiber Channel
- D. RAID

Answer: D

QUESTION 3

Which deployment is best suited to the Cisco Catalyst 4948 Switch?

- A. A Small Number of servers requiring connections in close proximity to the servers
- B. High-Bandwidth Connectivity, such as 10-GPS XENPAKs
- C. Top-Of-Rack Connectivity with high-speed uplinks to core switches
- D. A Large numbers of servers requiring connections in close proximity to the servers

Answer: C

QUESTION 4

DRAG DROP

You work as a network technician at Certkiller .com. Your boss, Mrs. Certkiller, is interested in Cisco resources. Match each Cisco resource with its appropriate function.

Options, select from these

DCN Practice

HTTS

Advisory Services

24x7 product support

Definitions

Product focused support from AC engineering

Place here

Customized support with dedicated engineers familiar with the customer's environment

Place here

Business consulting from Project Management Office and enterprise-level consultants

Place here

Data center infrastructure design and assessments

Place here

Answer:

Definitions

Product focused support from AC engineering

Options,place here

Advisory Services

Customized support with dedicated engineers familiar with the customer's environment

DCN Practice

Business consulting from Project Management Office and enterprise-level consultants

HTTS

Data center infrastructure design and assessments

24x7 product support

QUESTION 5

A Customer is concerned about application deployment disruption. What would be the impact of an upgrade from CSS to ACE and ANM?

- A. Network infrastructure overhead will be reduced
- B. The ACE in the Cisco Catalyst 6500 Series will cost more to power than an external CSS device
- C. Load Balancing and firewall service provisioning for new applications will be cut by 66%
- D. Role-Based Application rules will be more complex to implement

Answer: C

QUESTION 6

Which two Network Infrastructure modules provide aid in communication between users and servers? (Choose two.)

- A. ASA 5540
- B. NAM
- C. FWSM
- D. PIX
- E. 510
- F. Catalyst 4948
- G. FlexWAN

Answer: B,C

QUESTION 7

Which two services does Cisco provide to assist in Business Continuity? (Choose two.)

- A. Power Backup Testing
- B. Cooling Airflow assessments
- C. Data Replication and Migration strategy, Deployment and testing support
- D. Physical Security Strategy, Deployment and Testing Support
- E. Network Failover Testing

Answer: C,E

QUESTION 8

Which two technology areas cover all aspects of data center operations? (Choose two.)

- A. Applications
- B. Security
- C. Virtualization
- D. Management

Answer: B,D

QUESTION 9

Typically, data centers are challenged by: Cost Application Service level Business Responsiveness

Which technology or service can best help a customer address these key issues?

- A. VLANs
- B. Business Continuity
- C. Cisco SONA
- D. Cisco VFrame

Answer: C

QUESTION 10

Which two components fall within the Cisco SONA framework application services?
(Choose two.)

- A. Cisco VFrame
- B. Cisco AON Software
- C. Application Optimization
- D. Layer 0 infrastructure
- E. Application Delivery

Answer: B,E

QUESTION 11

Which Data Center Criteria is most influenced by the VP of sales and marketing?

- A. Knowledge Management Requirements
- B. Business Deliverables
- C. Application Architectures
- D. Budget for Sales Applications

Answer: B

QUESTION 12

A Customer needs better performance for in-house e-learning courses taken at branch locations. An extra T1 circuit will be added to every branch. Which two additional technologies or services will be most helpful? (Choose two.)

- A. WAE
- B. ANM
- C. AVS
- D. ACE

Answer: A,C

QUESTION 13

Which Four Challenges will a customer face when looking to deploy application solutions? (Choose Four.)

- A. Performance
- B. Cost
- C. Storage
- D. Security
- E. Reliability
- F. Automation

Answer: A,B,D,E

QUESTION 14

Which two products work together to reduce the network provisioning for new applications? (Choose tow.)

- A. ACE
- B. NAC
- C. ANM
- D. AVS

Answer: A,C

QUESTION 15

The Following Configuration is represented by a Customer: Cisco Catalyst 6506 Switches, CSMS, Integrated discrete Cisco PIX Firewalls
Which two arguments will best upsell to a Cisco Catalyst 6509 Switch with ACE and FWSM? (Choose two.)

- A. A Catalyst 6509 Solution positions the customer for service automation with Cisco VFrame
- B. Rack Space, Power and Cooling reductions more than offset the increased hardware costs
- C. Cisco PIX devices provide Virtual Firewall Capability
- D. The ACE Configuration Process is more complex and richer than CSS Configuration

Answer: A,B

QUESTION 16

Which statement best explains why the Cisco Catalyst 6500 Series is both highly configurable and customizable?

- A. It runs modular Cisco IOS Software
- B. Investment Protection is built in
- C. There is a wide variety of fixed-configuration options
- D. Modular Design allows mix-and-match components

Answer: D

QUESTION 17

Which product virtualizes security within a server farm?

- A. FWSM
- B. Cisco ONS 15010
- C. Cisco Catalyst 4198

D. Cisco MDS 9216

Answer: A

QUESTION 18

Which product can consolidate branch office servers to the SODC to ensure full business continuance?

- A. Cisco ONS 15454
- B. Cisco WAAS
- C. Cisco Catalyst 6500 Series
- D. Cisco SFS 30001

Answer: B

QUESTION 19

Which protocol retrieves and pushes management information to networked devices?

- A. UDP
- B. IDRP
- C. ARP
- D. SNMP

Answer: D

QUESTION 20

Which two questions can be used to determine the time frame for deploying the initial data center upgrade?(Choose two.)

- A. Where are the branch Locations that would be affected by the data center upgrade?
- B. When are new application rollouts planned?
- C. What is the budget for the data center upgrade?
- D. Are there performance complaints from end users?

Answer: B,D

QUESTION 21

Which statement best describes the relationship between CapEx, OpEx, TCO?

- A. Large OpEx savings yield large TCO savings
- B. Large CapEx savings yield large TCO Savings
- C. Small CapEx savings often yield large TCO savings
- D. Small OpEx savings often yield TCO savings

Answer: D

QUESTION 22

Which three Cisco Products could be used to protect confidential information on the network? (Choose three)

- A. Cisco ASA 5540
- B. Cisco ONS 15327
- C. Cisco FWSM
- D. Cisco ACE
- E. Cisco Catalyst 4948

Answer: A,C,D

QUESTION 23

Which method allows remote networks to be analyzed centrally?

- A. NetFlow
- B. Fluke Testers
- C. Dial-in Modems
- D. SPAN

Answer: A

QUESTION 24

A Particular Data Center Consists of the Following: Routers NonModular Cisco Catalyst Switch Cisco PIX Firewalls Cisco CSS 11506 Content Services Switches
Which two products will ease the introduction of a new application? (Choose two.)

- A. Cisco Wide Area Application Engine
- B. Cisco Application Velocity System
- C. Cisco Application Control Engine
- D. Cisco MDS 9148 Multilayer Switch

Answer: B,C

QUESTION 25

What is the primary reason for using optical networking in the data center?

- A. Business Continuance
- B. Video Streaming and Video Conferencing
- C. High-Speed Internet Access
- D. Backup Internet Connectivity

Answer: A

QUESTION 26

Which product can be used to provide high-speed connectivity to a secondary data

center?

- A. Cisco Catalyst 6500 Switch
- B. Cisco SFS 3001 Multifabric Server Switch
- C. Cisco Catalyst 3020 Blade Switch
- D. Cisco Catalyst 4948 Switch
- E. Cisco ONS 15454

Answer: E

QUESTION 27

For Enterprise Customers with HPC Server Clusters, What can be used to handle unexpected traffic increases?

- A. Cisco Catalyst 1900 Series Switches
- B. Cisco MDS 9500 Series Chassis
- C. Fibre Channel Cisco SFS 7000 Series Switches
- D. Cisco Catalyst 4198 Switches

Answer: C

QUESTION 28

Which Policies are dynamically linked to policy-based provisioning?

- A. Business
- B. Administrative
- C. IT
- D. HR

Answer: A

QUESTION 29

Which action will provide high availability and reliability in the data center?

- A. Upgrading the uplinks to EthernetChannel
- B. Updating the servers with addition NICs
- C. Upgrading the Spanning Tree Protocol to IEEE 802.1X (Express)
- D. Upgrading to Cisco Catalyst 6500 Switches with ACE modules

Answer: D

QUESTION 30

Which three advantages will most likely result from the Cisco Data Center Network Architecture? (Choose three.)

- A. Greater choice in server and storage consolidation strategies

- B. Improved platform for secure network deployment
- C. Simper Storage upgrades
- D. Reduced Operational Costs
- E. Decreased Hardware-Support Efforts

Answer: A,B,D

QUESTION 31

A Bank CIO wants to provide the RTO for business continuance. Which two Cisco Products might be a part of your proposal? (Choose two.)

- A. Cisco SFS 3000 Series
- B. Cisco MDS 9500 Series
- C. Cisco SSM
- D. Cisco AVS

Answer: B,C

QUESTION 32

When would you use a Cisco SFS 7000 Series InfiniBand Server Switch Combined with a Cisco SFS 3000 Series Multifabric Server Switch to provide Stability in the data center?

- A. Improving virtualization of storage resources
- B. Connecting HPC service environments into the IP network using Ethernet or Fiber Channel
- C. Terminating SSL connections and creating Virtual IP servers
- D. Consolidating distributing IP Switches

Answer: B

QUESTION 33

Which product feature is a major selling point of the Cisco MDS 9000 Series SSM?

- A. Serverless Backups
- B. Wide Variety off add-on cards
- C. Modular Cisco IOS Software
- D. Product Interoperability

Answer: A

QUESTION 34

Which two expenditure areas will most likely be reduced with proper modular data center design? (Choose two.)

- A. Cooling

- B. IT Personnel
- C. Security
- D. Power

Answer: A,D

QUESTION 35

Which Service Offerings are most likely to be pursued by commercial Customers?

- A. Remote-Control Network Management Services
- B. Site Management Services
- C. Services To support Operational And Financial Objectives
- D. SAN Siloing Services

Answer: C

QUESTION 36

An order entry system is being upgraded and centralized. Existing branch Servers are being removed. Which three Cisco products will most likely be utilized? (Choose three.)

- A. Cisco Catalyst 6500
- B. Cisco WAE
- C. Cisco ASA 5540
- D. Cisco WAAS
- E. Cisco AVS

Answer: B,D,E

QUESTION 37

Which Cisco Program Expands on the normal product testing done by Cisco Product Development?

- A. Cisco VFrame
- B. Cisco SONA
- C. Cisco SOA
- D. Cisco Beyond
- E. Cisco Safe Harbor

Answer: E

QUESTION 38

Which combination of Cisco Data center products will best achieve secure access for applications?

- A. AVS,WAAS
- B. SFS 7000,SFS 3000, Fabric Manager

- C. CiscoWorks,CSS,PIX
- D. ACE,FWSM,ANM

Answer: D

QUESTION 39

A CFO determines that the performance of the order entry application must be improved at the branch offices. What are two potential Cisco Solutions? (Choose two.)

- A. VFrame
- B. ACNS
- C. WAAS
- D. NAS
- E. SFS 3000

Answer: B,C

QUESTION 40

Which Cisco Module allows faster deployment and migration of applications through greater control over the application infrastructure?

- A. NAM
- B. ACE
- C. Fibre Channel
- D. WAAS

Answer: B

QUESTION 41

Which budget are has been the traditional driving force in data center deployments?

- A. Cooling
- B. Operational Expenditures
- C. Power and Power Backup
- D. Capital Expenditures

Answer: D

QUESTION 42

Which Solution would you recommended for IP address limitation?

- A. NAT and PAT with Overlapping IP Addresses
- B. Class A IP Address
- C. Private VLANs and IPv6
- D. Unnumbered IP for VLANs

Answer: C

QUESTION 43

What provides an end-to-end solution for data center technologies?

- A. Service-Oriented Data Center
- B. Server Load Balancing
- C. IIN
- D. Global Site Selection

Answer: A

QUESTION 44

Which IT domain defines the workgroups, process, standards and policies of the data center?

- A. Projects
- B. Process
- C. Functional
- D. Business Strategy

Answer: C

QUESTION 45

Which statement is the key advantage of Cisco Catalyst Blade Switches?

- A. They are the best switch choice for small to medium business
- B. They are low-cost solution for switching a large number of servers
- C. They improve security and manageability by extending the infrastructure to the network edge
- D. They are available for a large number of third-part vendor server chassis

Answer: C

QUESTION 46

What is the most likely benefit from selecting high-performance switches with proper bandwidth scaling?

- A. Eliminate the need for QoS on the Switches
- B. Keep Existing Servers
- C. Lower the TCO
- D. Provide Sufficient Bandwidth for up to 10 years

Answer: C

QUESTION 47

Which industry group is attempting to set criteria for data classification?

- A. Storage Networking Industry Association
- B. Information LifeCycle Management Forum
- C. Data Management Forum
- D. Data Classification Working Group

Answer: C

QUESTION 48

A Customer carries backup tapes to the DR site for daily server updates. Which two questions would you ask to determine if SANTap would be a good addition? (Choose two.)

- A. Is the DR site ready to take over from the data center with minimal delay if needed?
- B. Is a list of equipment and software you use for the in-house IT group available?
- C. Does Cisco Local Directory provide the redundancy for server failover?
- D. How many people are involved in maintaining the DR site, including data restoration?

Answer: B,D

QUESTION 49

Which Management tool automates application delivery modifications?

- A. ANM
- B. CiscoWorks
- D, QPM
- C. VPN Manager

Answer: A

QUESTION 50

Which groups in the data center are the chief drivers for goals such as productivity, agility and resilience?

- A. Business and Architecture Groups
- B. Infrastructure Groups
- C. Information Security Groups
- D. Networking Groups

Answer: A