Vendor: Cisco

Exam Code: 646-985

Exam Name: Data Center Networking Solution Sales (DCNSS)

Version: DEMO

QUESTION 1
When outlining the potential financial savings from having virtualized network services modules,
which statement would be a supportable statement to make? Select the best response.

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 2
A customer with a Cisco MDS switch is considering deploying the Cisco Data Migration Manager
in the Cisco Storage Services Module. Which statement would be a financial justification? Select
the best response.

A. The Data Migration Manager facility means that backup software and licenses are not required anymore,
   creating ongoing capital and operational savings.
B. The Data Migration Manager migrates data to a virtual disk that does not consume physical disk capacity,
   thus creating a cost-free duplicate of the main production data.
C. The Data Migration Manager will migrate applications from one server to another without interrupting the
   application's service delivery, maintaining service delivery to the user and minimizing the impact of revenue
   generation.
D. Software development teams can gain access to current production data, for software change testing,
   without impacting the front-line business of the company, while maintaining the company's revenue stream.

Answer: D

QUESTION 3
What is the function of a data center within an organization? Select the best response.

A. to support enterprise applications by reducing operational overhead and centralizing resources
B. to ensure the accessibility of information
C. to ensure that sensitive information is viewable only to those who are authorized to view it
D. to facilitate strategic decision-making at the CXO level

Answer: A

QUESTION 4
Which statement describes a benefit of the Cisco Unified Computing System (UCS) approach in
the data center?
Select the best response.

A. It offers multiple points of management.
B. It provides a single fabric for devices that use 10 Gigabit Ethernet, devices that use Fibre Channel, and

legacy devices.
C. It ensures the highest possible server efficiency by dedicating hardware to specific applications.
D. It provides more security throughout the data layer.

Answer: B

QUESTION 5
What is meant by network-embedded application intelligence? Select the best response.

A. the ability of a virtual machine to reboot from a different VMware ESX if a specific host goes down
B. the ability of application servers to offload tasks and instead process application software
C. the ability to centrally manage all application servers from one management console
D. the ability to deploy applications that are hosted logically on physical devices

Answer: B

QUESTION 6
Traditionally, what has been the trend of cost over the lifetime of a data center solution? Select
the best response.

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

Answer: D

QUESTION 7
Which two characteristics of a Cisco UCS deployment help position the Cisco green data center
initiative? (Choose two.)
Select 2 response(s).

A. the addition of the power control unit
B. the ability to pair two Cisco Catalyst 6500 Series Switches and deploy them as a single virtual device
C. the ability of several server blades to reside within the same chassis
D. the exclusive transmission of data across 10 Gigabit Ethernet connections
E. installing fabric switches and fabric extenders
F. mixing 1U and 2U fabric switches in the enclosure

Answer: AC

QUESTION 8
When explaining the advantage of choosing a Cisco solution instead of Brocade, what might be a
good fact to mention? Select the best response.

A. Cisco is the only provider of embedded services in the market today.
B. Cisco uses partners such as HP and VMware for a full solution, providing a one-stop shop for all data center
    needs.
C. Cisco has the advantage of a highly scalable MDS architecture, while the architecture of Brocade has

changed little since first-generation devices.
D. Brocade has no experience deploying Ethernet solutions.

Answer: C

QUESTION 9
Which feature does Cisco offer that Brocade currently does not? Select the best response.

A. support for FCoE and DCE
B. N_Port Virtualizer
C. consolidation of isolated SANs
D. inherited technologies from McData and InRange

Answer: B

QUESTION 10
How does Cisco differ from the competition in the VSAN environment? Select the best response.

A. There are multiple points of management.
B. Separated physical fabrics allow for greater flexibility.
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 scenario is an indicator that a customer is a good prospect for a Cisco data center
solution? Select the best response.

A. The customer has not yet been shown the capabilities of the Cisco Nexus family of devices.
B. The customer is planning to deploy a sizable server virtualization within a year.
C. The customer currently has a strong relationship with HP or IBM.
D. The customer is currently using servers with a 2U form factor.

Answer: B

QUESTION 12
Which three are considered to be the most commonly recognized top-level business drivers in the
data center? (Choose three.)

A. protecting the data center by allowing the business to continue in the face of unplanned events
B. consultation of IT policies to provide security throughout the data center
C. optimizing operational efficiency through consolidation and reducing OpEx
D. managing growth by enabling agility in the data center
E. supporting the data center with technicians who can provide remote monitoring and recommendations
F. implementing data center solutions with a combination of physical and data layer security
G. planning for a data center implementation that uses the smallest form factor

Answer: ACD

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