



**Vendor:** Cisco

**Exam Code:** 650-987

**Exam Name:** Cisco Data Center Unified Computing Sales  
Specialist Exam (PSDCUCAM)

**Version:** DEMO

**QUESTION 1**

What are three service categories that are often found in cloud computing solutions? (Choose three.)

- A. Software-as-a-Service
- B. Storage-as-a-Service
- C. Platform-as-a-Service
- D. Infrastructure-as-a-Service
- E. Security-as-a-Service
- F. IP Communications-as-a-Service

**Answer:** ACD

**QUESTION 2**

How would you respond to an objection that a Cisco Unified Computing System solution is expensive and may not have a good ROI?

- A. Competitive solutions use less physical cabling and thus have less redundancy.
- B. Cisco UCS C-Series servers offer a cost-effective solution where customers buy only what they need, reducing upfront costs while offering integration possibilities in the future.
- C. Cisco UCS C-Series servers allow easy integration with your existing server implementation by supporting legacy hardware such as RISC processors.
- D. Cisco UCS C-Series servers reduce long-term TCO by storing excessive power in onboard batteries.

**Answer:** B

**QUESTION 3**

Which server setup would be the most suitable for a customer who is deploying server and desktop virtualization?

- A. servers that are equipped with a very fast processor
- B. servers that are equipped with a fast internal bus
- C. servers that are equipped with a large amount of memory
- D. servers that are equipped with a high-throughput I/O subsystem

**Answer:** C

**QUESTION 4**

Which is a value proposition for the Cisco Unified Computing System servers in a Cisco Data Center Business Advantage architecture that should be presented to a CIO?

- A. tested, validated, managed solutions
- B. business agility through faster service creation
- C. standards-based solutions
- D. architectural flexibility

**Answer:** B

**QUESTION 5**

In a Cisco Unified Computing solution, which two actions are the easiest ways to increase connectivity throughput? (Choose two.)

- A. Add additional Cisco UCS 6100 Fabric Interconnect switches to the Cisco UCS cluster.
- B. Move some servers into a separate Cisco UCS cluster.
- C. Add additional servers in the Cisco UCS cluster.
- D. Use additional uplinks on a Cisco UCS 2104XP I/O module.
- E. Use two Cisco UCS 2104XP I/O modules per chassis.

**Answer:** DE

**QUESTION 6**

Which two functionalities differentiate the Cisco UCS C-Series from its competitors? (Choose two.)

- A. extended memory feature
- B. most I/O PCIs
- C. maximum amount of memory
- D. virtualized adapters

**Answer:** AD

**QUESTION 7**

Which components are building blocks of a data center? (Choose two.)

- A. processes
- B. building systems
- C. information systems
- D. financial resources
- E. infrastructure

**Answer:** CE

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