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Exam : 646-985

Title : Data Center Networking Solution
Sales

Vendors : Cisco

Version : DEMO

NO.1 Your customer in the data center is anticipating cuts in both operational and capital budgets. At the same time, the customer is under pressure to improve end-to-end data center security. How can Cisco sales professionals help meet both requirements?

A. offer a full Cisco analysis of the data center security, from application through to remote office, as part of a full-service package that can be paid for over an extended period

B. offer to sell a number of Cisco ACE Modules now, with volume discount, and to have them installed in each Cisco Catalyst 6500 Series Switch in the data center, ready to be brought on line when needed in the future

C. offer to sell a number of Cisco Catalyst 6500 Series FWSMs now, with volume discount, and to have them installed in each Cisco Catalyst 6500 Series Switch in the data center, ready to be brought on line when needed in the future

D. recommend purchasing the Cisco Catalyst 6500 Series FWSM and the Cisco ACE Module or both to allow multiple virtual contexts of each to be deployed as required in the future, without requiring more hardware to be acquired (saving capital budget), with a single point of management and control (cutting operating costs)

Answer: D

NO.2 When outlining the potential financial savings from having virtualized network services modules, which statement would be a supportable statement to make?

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

NO.3 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?

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

NO.4 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 has a built-in firewall.

B. Cisco WAAS offers SSL offload capability.

C. Cisco WAAS is completely transparent in the connection.

D. Cisco WAAS is an integrated feature of the Catalyst 6500 Series Switches.

Answer: C

NO.5 Which explanation best describes the difference between a data center sales cycle and a traditional network sales cycle?

- A. A data center sales cycle begins much earlier in a project.
- B. A data center account manager requires more technical skills than commercial skills.
- C. A data center sales professional should use the customer's network team to advise him when best to get involved in the sales cycle.
- D. A data center sales professional should wait until the design phase is complete before determining which Cisco solution best fits the requirements.

Answer: A

NO.6 Your customer needs to be able to recover very quickly if there is a major disruptive event. The first phase in reaching this goal is to consider using the SAN to ensure that the customer's stored data is as up to date and as safe as possible. How can Cisco help?

- A. recommend using the built-in Continuous Data Protection capability of the Cisco Storage Services Module
- B. recommend that the customer consider using the Cisco SANTap to facilitate a Continuous Data Protection solution
- C. recommend using the Cisco Network Assisted Storage Backup to ensure that the customer has a full tape backup of all data
- D. recommend using the Cisco Data Mobility Manager capability of the Cisco Storage Services Module to enable an instantaneous copy of all data from the primary disks to secondary disks

Answer: B

NO.7 What benefit does network-based virtualization bring to the overall virtualization strategy for the data center?

- A. merging the core and aggregation layers

- B. carrying multiple protocols across the same network
- C. combining ports for high availability and redundancy
- D. deploying multiple service contexts on the same hardware

Answer: D

NO.8 Which product can deploy virtual SSL security contexts logically across the data center network from a single physical device?

- A. Cisco Nexus 7000 Module
- B. Cisco Storage Services Module
- C. Cisco Application Control Engine Module
- D. Cisco Firewall Services Module

Answer: C

NO.9 Which statement is likely to be true about the role of a customer's chief security officer?

- A. The chief security officer has a technology focus.
- 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 might have significant influence on the operation of the data center without necessarily having any understanding of the technology deployed in the data center.
- 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: C

NO.10 What two things can a business implement to achieve better utilization of IT resources.? (Choose two.)

- A. distributed management
- B. role-based access control
- C. embedded network intelligence
- D. consolidation of data center resources
- E. business continuity with mirrored primary and secondary sites

Answer: CD

NO.11 What are blade switches?

- A. end-of-row switches

- B. top-of-rack switches
- C. modules that fit into MDS switches
- D. modules that fit into blade server chassis

Answer: D

NO.12 What is the function of Cisco Data Mobility Manager?

- A. array-based data migration
- B. fabric-based data migration
- C. server-based data migration
- D. appliance-based data migration

Answer: B

NO.13 How does the Cisco ACE XML gateway improve server performance?

- A. by blocking XML traffic to the server
- B. by offloading XML functions from the server
- C. by providing SSL security for XML transfers
- D. by translating XML messages to HTML messages

Answer: B

NO.14 What are two benefits of unified fabric? (Choose two.)

- A. reduced cabling
- B. increased latency
- C. reduced throughput
- D. reduction of server adapters required for I/O
- E. reduced I/O bandwidth, which allows Fibre Channel over Ethernet to work

Answer: AD

NO.15 Which feature is a feature of Cisco WAAS?

- A. firewall security
- B. TCP optimization
- C. Ethernet optimization
- D. server load balancing

Answer: B