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650-281

C-Series Servers for Account Manager

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QUESTION NO: 1

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

Explanation:

QUESTION NO: 2

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

Explanation:

QUESTION NO: 3

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

Explanation:

QUESTION NO: 4

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: 5

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

Explanation:

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

Explanation:

QUESTION NO: 7

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

Explanation:

QUESTION NO: 8

What would be a good response to offer a customer who claims that a Cisco Unified Computing System solution is expensive and may not have a large return on investment?

- A. Cisco UCS C-Series Servers allow integration with existing competitor servers, thus providing for easier upgrades and replacement of outdated systems.
- 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 have higher up-front costs but lower costs of maintenance and management in the future, thus reducing long-term total cost of ownership.
- D. Competitors are unable to provide an evolution into unified computing without purchase of the Cisco UCS C-Series Servers.

Answer: C

Explanation:

QUESTION NO: 9