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Cisco Data Center Unified Computing Sales Specialist

Cisco 650-987

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QUESTION NO: 1

Which two statements best describe the benefits of the Cisco UCS C-Series Rack-Mount Servers? (Choose two.)

A. the use of patented Cisco Extended Memory technology

B. 40-GB Ethernet Unified Network Fabric

C. single-vendor infrastructure

D. proprietary high-latency 1-GB Ethernet Unified Fabric

E. a platform purpose-built for virtualization

ANSWER: A E

Explanation:

The use of patented Cisco Extended Memory technology is a key Cisco UCS C-Series benefit. Cisco Extended Memory Technology increases the amount of memory supported by the server while maintaining memory performance and reliability. This capability is especially valuable for memory-intensive workloads, including virtual-machine consolidation, large databases, and analytics applications, where greater memory capacity can reduce the need to distribute workloads across additional physical servers.

A platform purpose-built for virtualization also accurately describes the UCS C-Series value proposition. C-Series rack servers provide high compute density, extensive memory capacity, and flexible I/O options suited to virtualized data-center workloads. When integrated with Cisco UCS management, they can be deployed and operated using policy-based configuration and consistent server profiles, helping organizations standardize operations across rack and blade server environments. Cisco positions UCS C-Series servers as high-performance rack servers for a broad range of enterprise workloads, including virtualization, and highlights their integration into the UCS platform. See Cisco's UCS C-Series Rack Servers overview and the Cisco UCS C-Series technical overview.

QUESTION NO: 2

What are three of the regulatory requirements that are common across multiple regulations? (Choose three.)

A. performance

B. redundancy

C. retention

D. audit trails

E. archiving

F. replication

ANSWER: C D E

Explanation:

Retention, audit trails, and archiving are common compliance requirements because regulations frequently require organizations to preserve business records and regulated data for defined periods, demonstrate who accessed or changed information, and keep preserved records available in a usable form. Retention establishes the required lifecycle period for records, including restrictions on premature deletion. Audit trails provide the accountability evidence needed to reconstruct activity, such as access, modifications, and administrative actions. Archiving supports long-term preservation by moving records into controlled storage while maintaining their integrity, searchability, and retrievability.

These requirements appear in many regulated environments, although the exact retention period, record format, and audit-event detail vary by industry and jurisdiction. For example, the SEC requires certain broker-dealer records to be preserved for specified periods and in a manner that supports regulatory examination. HIPAA's Security Rule also requires mechanisms to record and examine activity in systems containing electronic protected health information. A compliant data-center solution therefore needs policy-driven record retention, reliable archival storage, and auditable access and administrative operations. See the SEC record-preservation rule and the HHS HIPAA Security Rule guidance.

QUESTION NO: 3

What is the first phase of the Cisco Application Networking Assessment Service?

A. application networking workshop

B. data collection questionnaire for customers

C. presentation of the assessment service

D. data center analysis

ANSWER: A

Explanation:

The correct first phase is **application networking workshop**. This initial customer-engagement phase establishes the context for the assessment by bringing the relevant business, application, network, and data-center stakeholders together. The workshop is used to understand application delivery requirements, identify business drivers and operational concerns, discuss the current application-networking environment, and agree on the assessment's scope and desired outcomes. Establishing this shared baseline first ensures that subsequent information gathering and technical analysis are focused on the customer's priorities rather than being a generic inventory exercise.

Cisco positions application networking as an approach that aligns network services with application requirements, including availability, performance, security, and scalability. Beginning with a workshop supports that customer-centered approach: it connects the technical assessment to the applications and business services that the infrastructure must support. The workshop's findings provide the direction for later assessment activities and for communicating recommendations that are relevant to the customer's environment. See Cisco's overview of data center solutions and its application networking services information.

QUESTION NO: 4

The Intelligent Network can play a vital role in which three networking environments? (Choose three)

A. storage networking

B. application networking

C. data networking

D. wide-area networking

E. security networking

F. media networking

ANSWER: A B C

Explanation:

Cisco's data-center architecture treats the network as an intelligent, services-aware foundation that extends beyond basic packet forwarding. **storage networking** is a key environment because the network provides the high-throughput, low-latency, resilient connectivity needed by storage traffic and can support converged storage access in a unified fabric. **application networking** is also central: network intelligence helps deliver application availability, performance, policy

enforcement, and service insertion, allowing infrastructure behavior to align with application requirements. Finally, **data networking** is fundamental because the intelligent network supplies the scalable, highly available Ethernet/IP connectivity that interconnects compute, storage, applications, and users within the data center. Together, these environments illustrate Cisco's approach of making the network an active platform for data-center services rather than a passive transport layer. Cisco describes the Nexus platform as providing a scalable data-center networking foundation and highlights capabilities for converged infrastructure and storage connectivity. See the Cisco Nexus switches overview and Cisco's Unified Computing solution overview.

QUESTION NO: 5

What is the best answer to the question, "Why is a unified computing system important in today's IT industry?

A. Platform costs remain flat, while management costs are increasing dramatically.

B. The Internet is rapidly evolving.

C. Organizational and management costs have gone down.

D. More servers and switches are being deployed without significant advancement in management integration.

ANSWER: D

Explanation:

More servers and switches are being deployed without significant advancement in management integration is correct because growth in compute, networking, and storage infrastructure can create substantial operational complexity when each component is configured, monitored, and maintained through separate tools and policies. A unified computing system addresses this challenge by bringing compute, network connectivity, and management into an integrated architecture with centralized, policy-based administration. This helps IT teams provision infrastructure more consistently, reduce repetitive manual tasks, and apply standardized configurations as the environment expands.

Cisco Unified Computing System is designed around this operational model: its management capabilities define server identities, connectivity, firmware, and related policies centrally rather than requiring administrators to treat every server and network connection as an isolated deployment. Cisco's current UCS portfolio continues this approach through unified infrastructure management and integration with cloud-based operations tools. The business value is therefore not merely adding hardware capacity; it is making rapidly growing data-center infrastructure easier to operate, automate, and scale while improving consistency. See Cisco's Unified Computing System overview and Cisco Intersight documentation and overview.

QUESTION NO: 6

A customer wants to deploy more efficient switching for the VMware vSphere platform. Which of these should be proposed as a solution?

A. Deploy server blades in a single chassis

B. Use a Cisco UCS VIC M81KR mezzanine card.

C. Use only 10GE connectivity.

D. Deploy servers with a large amount of memory.

ANSWER: B

Explanation:

Use a Cisco UCS VIC M81KR mezzanine card. The Cisco UCS Virtual Interface Card (VIC) architecture is designed to make server connectivity more efficient by presenting multiple virtual network interface cards and host bus adapters over a small number of high-bandwidth physical links. For a VMware vSphere host, this allows separate logical interfaces to be assigned to management, virtual-machine, vMotion, storage, and other traffic classes while reducing the number of physical adapters,

cables, and switch ports required. The VIC is configured through Cisco UCS Manager service profiles, which makes interface identity and connectivity policies portable and consistent when a workload is moved or a blade is replaced. Its support for hardware-based virtual interfaces and fabric connectivity therefore aligns directly with a requirement for more efficient switching in a virtualized environment. Cisco describes the VIC as a converged network adapter that supports virtualized Ethernet and Fibre Channel interfaces, helping consolidate I/O for UCS servers. See the Cisco UCS Virtual Interface Card overview and Cisco's UCS Manager overview.

QUESTION NO: 7

Which characteristic would you describe as a key differentiator for the Cisco C-Series Rack-Mount Servers as compared to the competition?

A. serviceability

B. virtualization

C. scalability

D. availability

ANSWER: B

Explanation:

Virtualization is a key differentiator for Cisco C-Series Rack-Mount Servers because the servers are designed as part of the broader Cisco Unified Computing System architecture, which extends virtualization beyond the hypervisor into network and I/O connectivity. Cisco UCS supports virtualized interfaces and policy-based configuration, helping organizations give virtual machines and workloads consistent access to network and storage resources while reducing the number of physical adapters, cables, and switch ports required. C-Series servers can operate independently or be integrated into a UCS domain, allowing customers to use Cisco management and fabric technologies as their virtualized environments grow. This architecture supports high virtual-machine density through strong compute, memory, and I/O capabilities, while making infrastructure configuration more repeatable across workloads. The value is not simply that the server can run a hypervisor—most enterprise servers can—but that Cisco combines server hardware with UCS management and I/O virtualization capabilities to simplify deployment and operation of virtualized data-center workloads. Cisco describes the C-Series portfolio and its UCS integration at Cisco UCS C-Series Rack Servers. Additional UCS architecture and management information is available from Cisco UCS Manager.