

# 646-656

## Cisco

### *Wide Area Application Services for Account Managers*

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**Question: 1**

In which two ways does data center and branch consolidation increase ROI?  
(Choose two.)

- A. faster application deployment
- B. reduced IT overhead
- C. reduced business applications
- D. no need for data protection compliance
- E. limited access to centralized applications

**Answer: A, B**

**Question: 2**

Which of these is a facet of Cisco WAAS transparency?

- A. server transparency
- B. linecard transparency
- C. client transparency
- D. appliance transparency

**Answer: C**

**Question: 3**

Which decision maker influences the most buying decisions as it pertains to performance and security?

- A. director IT
- B. applications manager
- C. network operations manager
- D. storage administrator

**Answer: A**

**Question: 4**

How could you position Cisco ACE as a solution for customers who are expanding their data centers?

- A. Virtual partitions enable data center upgrade solutions for 4, 8, or 16 Gb/s of throughput.
- B. Virtual partitions enable proxy server deployment, reducing the time to market for customer solutions.
- C. Virtual partitions enable new load-balanced services without the need for additional hardware.
- D. Virtual partitions enable data center expansion using an end-to-end redundant solution of appliances.

**Answer: C**

**Question: 5**

What should your response be to a customer complaint that Cisco WAAS will require increased bandwidth?

- A. You are not carefully managing your bandwidth utilization, which can cost you even more.
- B. There are certain bandwidth constraints that Cisco WAAS can help you overcome.
- C. Cisco WAAS will reduce costs by reducing, deferring, or eliminating the need for WAN bandwidth upgrades.
- D. Bandwidth upgrades will only be required to deliver live video to the branch office.

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