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000-076

IBM

System x Sales

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QUESTION 1
IBM Systems Agenda is built on which three pillars?

A. Collaboration, Virtualization, and Ecosystem
B. Openness, On-Demand, and Innovation
C. Innovation, Collaboration, and On-Demand
D. Collaborative Innovation, Openness, and Virtualization

Answer: D

QUESTION 2
A customer has an existing HS21 blade server with 1GB of memory and wants to
upgrade to 8GB of memory. What must the customer do to achieve this?

A. Add a storage and I/O expansion blade.
B. Add 7 additional 1GB memory DIMMs.
C. Add 3 additional 2GB memory DIMMs.
D. Remove the base memory.

Answer: D

QUESTION 3
A retail customer requires a tower server with 600 GB of internal disk storage at the
lowest possible price point. Which of the following servers should the System x Sales
Specialist recommend?

A. IBM System x3400
B. IBM System x3650
C. IBM System x3200
D. IBM System x3250

Answer: C

QUESTION 4
A customer has purchased an IBM BladeCenter H chassis and needs the following
servers:
2x HS21 blade servers each with 8GB memory and 2 drives
2x HS21 blade servers each with 18GB memory and 2 drives
2x LS21 blade servers each with 2GB memory and 3 drives
How many total server bays will be required for this configuration?

A. 6
B. 10
C. 5
D. 8

Answer: B

QUESTION 5
A customer plans to deploy a disaster recovery site and requires a complete mirror of their production and test environments. They have an excellent relationship with the business partner who helped them with their initial deployment. Which of the following will help ensure a successful implementation?

A. IBM Global Services
B. IBM Global Financing
C. IBM installation and technical support services
D. IBM Solutions Assurance Review

Answer: D

QUESTION 6
Why do customers look at IBM Blade technology for their infrastructure? (Select 3 items.)

A. Infrastructure simplification
B. Consolidate iSeries servers
C. Reduced cooling and power costs
D. Extreme availability
E. Requirement for scale up servers
F. Takes up as much room as racks

Answer: A,C,D

QUESTION 7
Which of the following situations would suggest to a System x Sales Specialist that the customer could benefit from an iSCSI solution?

A. The customer wants to implement a disaster recovery plan that will distribute storage to multiple locations.
B. The customer is very cost-conscious and is looking for a centralized storage solution to support a number of small servers.
C. The customer is a large telecommunications firm and is looking to centralize storage for all their System x, System p, and mainframe servers.
D. The customer is looking for a fiber SAN solution to increase reliability and performance.

Answer: B

QUESTION 8
A customer is moving 64-bit applications from UNIX to Linux. They need a scale-up

solution that has a track record for reliability and performance. Which of the following IBM solutions is best to lead with in this situation?

A. IBM System x3950
B. IBM System x3200
C. IBM BladeCenter
D. IBM System x3455

Answer: A

QUESTION 9
Which servers should be proposed for a cost conscious SMB client (200 employees) who is planning an SAP Business One implementation?

A. x3650
B. x3950
C. x3850
D. x3200

Answer: A

QUESTION 10
Which of the following customer problems is a compelling reason to consider Remote Deployment Manager (RDM)?

A. Applications are not well-integrated and frequently cause the server to fail.
B. The customer lacks qualified IT staff to install servers and clients at many of their office locations.
C. The customer is experiencing poor server utilization across locations.
D. The customer has updates or new applications that need to be distributed to various off-site locations.

Answer: B

QUESTION 11
A telecommunications industry customer is inquiring about the rack mountable, Intel-based solutions that IBM offers for their industry. Which of the following solutions should the System x Sales Specialist introduce to the customer?

A. IBM System x3850
B. IBM System x3455
C. IBM System x3650
D. BladeCenter T

Answer: D

QUESTION 12
Which of the following is NOT an advantage of choosing an IBM Business Partner instead of IBM Direct routes?

A. An IBM Business Partner can guarantee delivery times
B. Ease of bundling complimentary services to support IBM products
C. More flexible trading terms and conditions
D. Specific partner application expertise

Answer: A

QUESTION 13
A customer currently buys HP ProLiant servers and EMC storage. The customer has encountered various problems getting certain servers to work with their storage. Which of the following arguments can the Sales Specialist present to best position IBM?

A. IBM sells other vendors' products and will test compatibility with the customer's products.
B. IBM's storage division regularly tests their products with other vendors' server products.
C. IBM's server division regularly tests their products with other vendors' storage products.
D. IBM's ServerProven program assures a customer of compatibility with specific third-party products.

Answer: D

QUESTION 14
A customer has standardized on Cisco networking infrastructure. Which TWO of the following server technologies would best enable the customer to integrate network components?

A. IBM System x3950
B. IBM BladeCenter T
C. IBM System x3650
D. IBM BladeCenter
E. IBM System x3755

Answer: C,D

QUESTION 15
A large telecommunications company is considering new servers for their datacenter. Physical space is limited, and the customer has a requirement for NEBS compliance. Which of the following servers would be most appropriate to recommend?

A. System x3455

B. BladeCenter T
C. BladeCenter H
D. System x3250

Answer: B

QUESTION 16
An Internet Service Provider (ISP) is expanding its customer base by offering free Web hosting for six months to new customers. The ISP wants to rapidly deploy Microsoft Windows and Web serving software in image form so they can assign a highly available, cost-effective Web server to their clients within minutes. Which of the following solutions best meet this customer's requirements?

A. IBM System x3950 with Tivoli Storage Manager
B. IBM System x3455 running Linux
C. IBM System x3550 with Symantec 'Ghost' Imaging software
D. IBM BladeCenter with IBM Director and Remote Deployment Manager

Answer: D

QUESTION 17
Which IBM High Performance model provides the fastest I/O capability for interconnects and math accelerators? (Select two items.)

A. x3550
B. x3455
C. x3755
D. x3105
E. x3850

Answer: B,C

QUESTION 18
A large corporation is asking IBM for a System x servers quote for a mission-critical project. The customer is in a hurry and has done the solution sizing themselves. The customer is very precise on what they are asking, including a detailed list of part numbers. The list doesnt include redundant options or a backup solution. Which of the following should the Sales Specialist do?

A. Verify delivery commitment can be met.
B. Perform a Solution Assurance Review.
C. Focus the client on the total solution; sell more redundancy and backup options to improve availability.
D. Meet with the customer to discuss installation schedule and activities.

Answer: C

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and many others.. See complete list Here