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000-083

IBM

System x and BladeCenter Sales Expert V2

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Question: 1

Which of the following storage technologies allows the greatest distance between the server and the storage without use of routers or other devices?

- A. iSCSI
- B. SAS
- C. SCSI
- D. Fibre Channel

Answer: D

Question: 2

Which of the following is used in an IBM BladeCenter to provide cooling?

- A. Fans on each blade
- B. Cool Blue
- C. Blowers
- D. Freon direct expansion valves

Answer: C

Question: 3

Which of the following statements BEST illustrates the value of IBM Cluster 1350?

- A. IBM Cluster 1350 offers a high performance System X configuration based on only IBM hardware.
- B. IBM Cluster 1350 is a solution based on Infiniband and leading edge System x technologies that's intended for customers with larger budgets.
- C. IBM Cluster 1350 is a HPC solution offering a broad range of leading-edge cluster technologies designed specifically to meet a client's unique needs and budget.
- D. IBM Cluster 1350 is a leading edge cluster solution designed exclusively for IBM Power blades.

Answer: C

Question: 4

A customer is concerned about the design and implementation plan of your new proposal. The proposal changes many of the business flows to conserve energy, and offer business resilience. Which of the following correctly addresses this customer concern?

- A. The proposal should be redesigned to minimize changes to the customer business flow
- B. A less aggressive design should be proposed
- C. The customer should participate in a TDA to assess actual risk using the SAPR Guide.
- D. The applications should be server ready to minimize risk.

Answer: C

Question: 5

A manufacturing customer has a lot of room to grow in their 42U Enterprise rack, but very concerned about the cooling. Which of the following will help with the customers cooling issues?

- A. IBM Rear Door Heat eXchanger
- B. Installing "Cool Blue" auxiliary fans on the top of the 9308 rack
- C. Natural ventilation within the datacenter to allow hot air to flow out and cool air to flow in.
- D. Install larger HVAC for the computer room

Answer: A

Question: 6

A System x sales specialist is closing a deal when the client states that their department budget has been reduced. This change has placed this project at risk. Which of the following is the best approach to keep the client in negotiations and closing the deal?

- A. Reduce the system configuration to the minimum specifications with the plan to upgrade the systems in 12 months.
- B. Request a meeting with the company finance team to directly sell them the value of spending the funds required.
- C. Show the client how they can pay for the investment, with financing options, and explain the return on investment timeframe.
- D. Suggest that the cost of inactivity is higher than completing the project. Then ask the client to contact you when funds are available.

Answer: C

Question: 7

A company has just completed several recent complimentary business acquisitions. As a result, the IT manager has inherited a rather disparate infrastructure to manage and is spending most of his staffs time focusing on reacting to system related issues and is not able to proactively address new business process system requests coming in. Which of the following is the BEST value proposition to present to the IT manager?

- A. IBM System x servers are price competitive in the marketplace and their future IT acquisitions will be attractive in cost.
- B. IBM System x servers make it easy to consolidate and virtualize the environment. Advanced management tools help save time and money by increasing availability, tracking and deploying assets, optimizing performance, leveraging existing assets, and enabling remote maintenance.
- C. IBM System x servers work best in a homogeneous environment, and IBM can help make the replacement of the newly acquired assets virtually pain free. With a newly upgraded infrastructure of IBM System x technology, the customer can feel good about knowing that they have the best available.
- D. IBM System x servers work best with a company that has an acquisition strategy that blends with their infrastructure.

Answer: B

Question: 8

A clients CIO validates that IBM proposed virtualization/consolidation solution addresses their key pain points. However, the CFO is more concerned with risk mitigation as a result of the new economic environment and has delayed the deal indefinitely. Which of the following strategies is the best way to address this situation?

- A. Modify the deployment schedule of the solution over an extended period of time to reduce the initial cash outlay.
- B. Gain the CFOs agreement to revisit the solution next quarter and follow-up with an aggressively priced solution.
- C. Present financing options to the CFO showing how to implement the solution while minimizing the monthly cash outlay.
- D. Meet with the CFO to demonstrate the financial impact of the solution to reduce operational expenses and TCO.



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