Examcollection

000-153

IBM

System x Sales Specialist V6

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Question: 1
IBM is very focused on the software that runs our Systems (Systems Software).What IBM Systems Director module provides advanced management of a client's virtualized infrastructure?

A. Virtualization Machine Manager.
B. VMready
C. VMControl
D. Virtual Center

Answer: C

Question: 2
What changed in the x86 technology that has made virtualization more of a requirement rather than just an option for our clients?

A. Most clients are looking at cloud infrastructures so the move to virtualized infrastructures is a necessary first step.
B. Under utilized server proliferation with poor management options has forced our clients to virtualize their environments.
C. Servers change to multiple cores, most applications can only use 1 or 2 four core processors led to a need for virtualization.
D. Virtualization is helpful but not critical today in thex86 marketplace.

Answer: C

Question: 3
The incredible growth in virtualization and the multi-core structure of the processors has created a need for a balanced system. Which of the following provides the greatest contribution to a balanced system?

A. More storage attached to the server for the larger data resources.
B. Faster I/O with better redundancy.
C. More memory to provide the data to the processors.
D. FCoE to solve the storage latency issue in the networking infrastructure.

Answer: C

Question: 4
A sales specialist is at an initial meeting with a client. Which of the following questions may help discover if the client is concerned about low server utilization?

A. Do you feel that you have the flexibility in your infrastructure so you can make changes quickly to met unexpected spikes in demand?
B. Are you finding that the costs of managing your server, storage and network infrastructure is increasing each year?
C. Do you have most of your applications running on separate servers, and is this causing a lot of extra work for your team to manage/maintain?
D. Do you find that you are exceeding your storage allocations for some of your applications?

Answer: C

Question: 5
Your customer is searching for a new small business tower server. The customer is on a tight budget but wants to have current technology, with two sockets at a modest price. Which high volume IBM tower server would you propose for this customer?

A. x3200 M3
B. x3690 X5
C. x3400 M3
D. x3500 M3

Answer: C

Question: 6
A customer is interested in a complete package of hardware and software with no single point of connection and no single point of failure to provide a flexible, scalable, virtualized environment. Which of the following technologies offers this?

A. Cluster 1350
B. eX5
C. CloudBurst 1.2
D. POWER7

Answer: C

Question: 7
A customer is interested in an easily deployed, operated, Windows based environment that can support a mixture of workloads for OLTP and warehouse applications and scale to 500 nodes. Which of the following technologies offers this?

A. CloudBurst 1.2
B. eX5
C. Cluster 1350
D. POWER7

Answer: C

Question: 8
A customer is considering an Intel processor-based blade solution from a competitor. The customer is willing to share only the information that the competitor offers 96 Xeon processors per rack. Which of the following IBM Blade Center E benefits should the Sales Specialist emphasize first?

A. Advanced Management Module
B. Redundantmidplane
C. Availability of POWER7 and Intel processors
D. Processor density

Answer: D

Question: 9
Which of the following is used to prepare the server to install Windows Server Operating System?

A. Tools Center
B. IBM Systems Director
C. Server Guide
D. Update Express

Answer: C

Question: 10
A customer asks for an Intel Server populated with one processor and they will not expand performance in the future. Which of the following processors meets this requirement?

A. Intel Xeon 5600 series
B. Intel Xeon 7600 series
C. Intel Xeon 3600 series
D. Intel 9600 series

Answer: C

Question: 11
A customer asks for an Intel Server populated with four processors and they will not expand performance in the future. Which of the following processors meets this requirement?

A. Intel Xeon 3600 series
B. Intel Xeon 5600 series
C. Intel Xeon 7600 series
D. Intel 9600 series

Answer: C

Question: 12
Customer wants an inexpensive 1U rack server using Intel Xeon 3000 series, for a simple task, such as file and printing. Which one best fits on the requirements?

A. x3200 M3
B. x3550 M3
C. x3250 M3
D. x3650 M3

Answer: C

Question: 13
In a Blade solution, customer wants to mix up six Intel HS22, six AMD LS22 and one Power JS43 servers and use 10Gb Ethernet. Which of the following Blade Center meets this requirement?

A. Blade Center S
B. Blade Center E
C. Blade Center H
D. Blade Center HT

Answer: C

Question: 14
A customer is considering an x3950 X5 in a virtual environment. Which of the following differentiates an x3950 X5 in this situation?

A. Disk space
B. Memory
C. Redundant power supplies
D. CPU speed

Answer: B

Question: 15
Which, of the following features, was first introduced with the eX5 technology?

A. Integrated virtualization with the memory key
B. Processor scalability beyond 4-sockets
C. Memory scalability that is not tied to increased processor density
D. Dynamic Provisioning on "bare metal".

Answer: C

Question: 16
The Integrated Management Module (IMM) provides management features to the System xServers. A retail client is purchasing servers for multiple store locations and would like to be able to be able to remotely manage the servers, even when they are off. Which of the following should be proposed?

A. IBM eX5 and 2 socket servers since they come with remote management standard
B. The Remote Supervisor Adapter (RSA II) PCI card enabled remote management for the current System x servers.
C. Virtual Media Key (VMK) enables this level of management for the current System x servers.
D. GTS can provide additional resources to visit the datacenter periodically and augment the efforts of the remaining staff.

Answer: C

Question: 17
As we transition from the 4th generation of Enterprise X-Architecture to eX5, which of the following opportunities should we lead with eX5?

A. Strategic clients that have started deployments on eX4.
B. Current client roll-outs that have 2010 tactical projects.
C. New virtualization or consolidation initiatives.
D. Competitive accounts that are looking for incremental expansion of current infrastructure.

Answer: C

Question: 18
Active Energy Manager (AEM) is provided to our clients for free, but can be upgraded for a cost. What is the advantage to our clients for upgrading?

A. The ability to track the power usage by their systems over time.
B. The ability to manage the power to the cooling systems in the datacenter based on the heat being generated by the systems.
C. The ability to establish caps and actions based on the defined power thresholds
D. The flexibility to throttle down the processor speeds on systems using Intel processors (known speedster technology).

Answer: C

Question: 19
Due to budget cuts, your client is forced to reduce their IT staff. What can you propose to your client in the short term to help them prepare for the reduced resources?

A. IBM can host their datacenter reducing the number of staff required to maintain the systems.

B. Moving to a completely virtualized environment with VMware and eX5 technologies would significantly reduce the number of systems to maintain.
C. IBM Systems Director can automate many of the activities of the staff on both physical and virtual infrastructures..
D. GTS can provide additional resources to visit the datacenter periodically and augment the efforts of the remaining staff.

Answer: C

Question: 20
A customer has requested five rack mounted servers, and a rack. They want redundant power connections. Which of the following meets these requirements?

A. Redundant power supplies in the servers
B. Redundant PDUs in the rack
C. Redundant power supplies in the servers in the rack
D. Redundant power supplies in the servers, redundant PDUs in the rack, and Active Energy Manager (AEM)

Answer: C

Question: 21
When reviewing the value proposition of IBM Blade Center and the VMware solution, what common goal is achieved?

A. Lowest cost deployment
B. Choice of server models when scaling
C. Dynamic provisioning and ease of use
D. Dynamic provisioning and ease of use

Answer: C

Question: 22
Including storage products as part of the total solution can help resolve pains expressed at various levels of the organization. Which of the following pains would most likely be expressed by a system administrator?

A. We cannot find the files we need on our file server
B. The cost of adding storage is eclipsing our budget for new server hardware
C. We keep adding storage capacity but it never seems to be enough
D. We want to extend our infrastructure to an extranet, but cannot support our internal storage needs

Answer: C

Question: 23
A customer is planning on implementing a large VMware environment. They are considering both HP and IBM. In the past, they have purchased the x3950M2 due to the scalability and the x4 chipset that was an advantage over HP. They want to introduce the new Nehalem EX processors. When looking at the specs, it appears that IBM is no longer putting their chipset on the server system board. What advantage would IBM have now over HP?

A. IBM can scale to a 32-way; HP can only scale to a 16-way. This doubles the capacity of the competition and therefore will enhance performance.
B. In the x5 product line, you can have a single X5 server and multiple MAX5 memory modules attached to a single server to meet the memory demands of VMware.
C. IBM MAX5 memory expansion module uses the 5th generation chipset. When connected to the new x5 server line, it will meet the memory demands of VMware. HP does not have this technology.

D. Because the chipset is no longer built into the x5 systems, HP and IBM now are very competitive and now it will come down to cost and because of IBM's special bid process, customers can get the new X5 for significantly less than HP's.

Answer: C

Question: 24
A Manufacturing customer has a Blade Center E installed and plans to migrate their current Blades to the Blade Center

A. SAN Switch modules, Advanced Management Module, and Ethernet Switches
B. Advance Management Module, Blowers, and SAN Switches
C. SAN Switches, Ethernet Switches, and Power supplies
D. Advanced Management Module, Racks, and Power Supplies

Answer: A

Question: 25
A customer has an x3850 M2 and wants to upgrade x3950 M2. Which of the following describes the upgrade path?

A. Use the IBMXpandOnDemand Scalability Kit
B. Use theScaleXpander Option Kit
C. Adda x3950 and connect them with a scalability cable
D. Adda x3850 X5 to scale to 8 sockets

Answer: B

Question: 26
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'sServerProven program is a reference that assures a customer of compatibility with specific third party products.
B. IBM' System Storage Interoperation Center (SSIC) tool will test compatibility with the customer's products.
C. IBM's Ideas competitive tool will check compatibility with the customer's products.
D. IBM eX5 product with solid state drives (SSD) offer high performance with low cost storage

Answer: A

Question: 27
Which of the following IBM pre-sale resource has technical information and general configuration details for System x, Blade Center, System x storage products and options in both Adobe PDF, and online HTML?

A. Server Proven
B. System x Sales Configuration Aid - (xSCA)
C. Configuration & Options Guide - (COG)
D. Standalone Solutions Configuration Tool - (SSCT)

Answer: C

Question: 28
A customer wants to make sure that there are not going to be compatibility issues between a third party HBA and their eX5 server. Which of the following IBM resources would you start with to determine compatibility?

A. xRef
B. IBM Configuration & Options Guide - (COG)
C. IBM Standalone Solutions Configuration Tool - (SSCT)
D. IBMServerProven.

Answer: D

Question: 29
Which of the following resources would best help you when configuring IBM System x and Blade Center together in rack cabinets?

A. IBM System x andBladeCenter Competitive Sales Tool
B. xRef
C. Configuration & Options Guide - (COG)
D. Standalone Solutions Configuration Tool - (SSCT)

Answer: D

Question: 30
Your best customer calls in with a last-minute need for the BTU/HR or the heat output per server, per hour for a rack of x3650 M3 servers. Which IBM tool will you use to get your answer quickly?

A. System x Sales Configuration Aid - (xSCA)
B. Blade Center & System x Power Configuration
C. Configuration & Options Guide - (COG)
D. Active Energy Manager (AEM)

Answer: B

Question: 31
A customer would like the latest server for an application they are running. They are running a large database and need to be able to expand the server as needed for additional processing power. Which of the following System x servers meets the needs of this application?

A. HS22v
B. x3650 M3
C. x3850 X5
D. x3550 M3

Answer: C

Question: 32
Effective systems management for all processor types that is easy to implement and use is needed. What processors are supported by the IBM Blade Center?

A. Intel/AMD/Power/Cell
B. Intel/Motorola/Zilog
C. Opteron/Dual Core/Quad Core
D. Celeron/Pentium/Xeon

Answer: A

Question: 33
A customer wants to boot from an iSCSI SAN with their IBM Blade Center infrastructure running Microsoft Windows Server 2008. What is required for the customer to be able to perform this?

A. Fibre Channel Expansion Card for each Blade Server
B. cKVM Card for each Blade Server
C. iSCSI Expansion Card for each Blade Server
D. 4Gb Modular Flash Drive

Answer: C

Question: 34
Your client is launching a new world wide learning system for large number children that will include an online component where the children can enter an online interactive learning world. Which of the following products could provide an innovative solution from IBM?

A. x3850 X5 with KVM Linux Virtualization
B. Racks for x3650 M3 servers
C. iDataPlex
D. x3850 X5 with Tivoli Dynamic Provisioning

Answer: C

Question: 35
Customer is considering IBM and HP. The HP representative came presented a high level overview of their scale out solution with their C7000 blade solution. What benefits does IBM have over the competition for scalability?

A. IBM does not have a scale out solution, but with the new X5 systems, they can scale up and meet application demands in memory and CPU.
B. IBM offers both scale out and scale up superiority due to proprietary redundant backplane for rack mount servers
C. IBM offers both scale out and scale up with a choice ofBladeCenter chassis or X5 rack mount server.
D. iDataPlex with X5 surpasses the scale out performance of HP blades

Answer: C

Question: 36
A customer is running intense virtualization or large databases. Which of the following strategies should they consider?

A. Blade Center H
B. Scale Out servers
C. Scale Up servers
D. 2U rack servers

Answer: C

Question: 37
Which of the following is a good definition of a scale out strategy?

A. Grow capacity with fewer but bigger servers
B. Increase memory capacity on existing servers
C. Grow capacity adding more small servers
D. Virtualize everything on all servers

Answer: C

Question: 38
In an 8-socket x3950 X5 server, with disks on both nodes, how many ServeRAID 8 adapters are needed to implement RAID5? (All disks must be used.)

A. One in primary node
B. One per node
C. Two in the primary node
D. Only the main node can have drives

Answer: B

Question: 39
A new customer is considering base warranty only for cost reasons. Which of the following is a compelling reason to offer extended service?

A. IBMServicePacs provide guaranteed response time
B. IBMServicePacs provide guaranteed Recovery Time Objective (RTO)
C. IBMServicePacs provide improved warranty coverage
D. IBMServicePacs replace base warranty and the customer is placed in a high priority queue.

Answer: C

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