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000-388

IBM

Storage Sales, Version 6

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QUESTION 1

Certkiller .com has a requirement to add twelve additional servers (dual attached) to their existing two Brocade 16 port SAN Switches that have no more ports available. Which of the following SAN switches should be recommended to accommodate the current capacity requirement, allow for future growth, and provide 2 GB support?

- A. One Cisco 5428 Storage Router
- B. One IBM TotalStorage SAN Switch (2109-F16)
- C. One IBM TotalStorage SAN Switch (2109-M12)
- D. One CNT FC/9000-64 Fiber Channel Director (2042-001)

Answer: C

QUESTION 2

Certkiller .com wants to consolidate and optimize their IT infrastructure. Which of the following represents the best way to impress the customer with the financial benefits of the IBM TotalStorage solution?

- A. Use the TCOnow! tool to demonstrate how to improve the TCO.
- B. Bring the customer to an IBM TotalStorage Solution Center to demonstrate the IBM TotalStorage product portfolio.
- C. Make a detailed technical presentation.
- D. Design an implementation plan to address business needs.

Answer: A

QUESTION 3

Which of the following is NOT an iSCSI characteristic?

- A. Block level I/O
- B. IP network attached
- C. Interfaces via NFS
- D. Requires no changes to the application

Answer: C

QUESTION 4

An IBM eServer zSeries server customer, with two locations 250 kilometers apart, is constantly struggling to balance workload across the two locations. The I/T staff wants one data center as a recovery location, should the other site suffer a planned or unplanned outage.

Which of the following IBM TotalStorage Enterprise Storage Server capabilities most cost effectively meets the customer's need without impacting performance?

- A. Global Mirror (XRC)

- B. PPRC Metro Mirror (synchronous PPRC)
- C. Parallel Access Volumes (PAV)
- D. Data Migration Service Offering

Answer: A

QUESTION 5

When selecting backup/restore software, the primary performance characteristic to evaluate is:

- A. Efficiency of data back up
- B. Efficiency of data restore
- C. Efficiency of data management tools
- D. Availability of LAN free backup

Answer: B

QUESTION 6

The best approach for ensuring the customer will receive adequate product training is to review existing skill levels against required skills and do which of the following?

- A. Provide the customer with the IBM education schedule
- B. Provide the customer with product documentation on CD
- C. Map training requirements onto project and education schedules
- D. Use sales technical staff to provide on-the-job training to customer technical staff

Answer: C

QUESTION 7

Certkiller .com has twelve racks of IBM TotalStorage Serial Disk System (7133-D40s). They want to maintain their current performance while moving to a centralized storage solution. Which of the following storage products would be most suitable?

- A. IBM TotalStorage Data Retention 550
- B. IBM TotalStorage Virtual Tape Server
- C. IBM TotalStorage Expandable Storage Plus
- D. IBM TotalStorage Enterprise Storage Server

Answer: D

QUESTION 8

A medium sized communications firm has expressed an interest in meeting with a storage sales specialist to discuss their IT strategy. They have also expressed an interest in storage area networks. They currently have both HP and Sun UNIX

servers with direct attach storage and tape.

Which of the following would be most appropriate to include in the initial conversation?

- A. What is the total usable capacity on your current servers?
- B. What is your current backup/recovery software?
- C. How many servers do you have in total?
- D. What is driving your IT decisions?

Answer: D

QUESTION 9

Certkiller .com has the following key customer requirements for a server consolidation initiative using an IBM enterprise storage solution:

- * centralizing enterprise computing workloads,
- * consolidating data and applications,
- * reducing complexity, and
- * increasing systems management efficiency.

Which of the following is LEAST important for their server consolidation?

- A. Simplification of operations
- B. Reliability and serviceability
- C. Responsiveness to changing requirements
- D. Reduced power and cooling requirements

Answer: D

QUESTION 10

A mid-market food service company's infrastructure currently consists of ERP/electronic procurement/business intelligence on an IBM eServer iSeries server along with multiple Intel-based servers for file/print and email applications. Which of the following strategies would be the most appropriate to communicate to the Chief Information Officer (CIO)?

- A. The advantages of a storage area network
- B. IBM's focus on e-business On Demand and how IBM storage products apply
- C. IBM TotalStorage products family overview
- D. IBM's storage patent accomplishments

Answer: B

QUESTION 11

Which of the following is NOT a top business challenge that is being addressed with the evolution to an On Demand storage environment?

- A. Improved application availability



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and many others.. See complete list [Here](#)

