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IBM

xSeries Sales V3

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QUESTION 1:

In a competitive bid situation, the customer asks the xSeries Sales Specialist for a lower price. Which of following would be the best course of action?

- A. Agree to the discount the customer is requesting if the customer signs immediately.
- B. Ask the customer whether they would buy IBM if the price could be resolved.
- C. Emphasize to the customer that IBM may not be the least expensive.
- D. Get the Sales Specialist's manager to call on the customer.

Answer: B

QUESTION 2:

During a customer visit, an xSeries Sales Specialist learns that the customer is evaluating Sun workstations for their Computer Automated Design applications. Which of the following should the xSeries Sales Specialist do?

- A. Discuss an IBM Intellistation solution with the customer.
- B. Ask if the new CAD workstations will require any xSeries systems as file servers.
- C. Propose a special build of x206 servers with a third-party graphics card to counter the Sun proposal.
- D. Ask if the customer is interested in including the Sun workstations in their IBM Asset Management lease.

Answer: A

QUESTION 3:

Which of the following is a component of a successful Solutions Assurance Review (SAR)?

- A. Review of the configuration by a subject matter expert
- B. Comprehensive facilities planning review
- C. Review of special bid pricing
- D. Hardware and software ordering procedures

Answer: A

QUESTION 4:

Which of the following resources should an xSeries Sales Specialist use to quickly get information on a competitor's price and product features?

- A. IBM Client Rep, IBM xSeries Sales Specialist, competitor's website

- B. ibm.com, IBM Field Technical Sales Specialist (FTSS), IBM System Sales website
- C. PartnerWorld, COMP Database or Competitive Sales Tool, competitor's website
- D. Solutions Assurance Review Specialist, IBM Server Consolidation specialist, competitor's website

Answer: C

QUESTION 5:

A customer is interested in the IBM eServer BladeCenter and wants to verify how much total hotswap SCSI data storage capacity can be contained inside one chassis if they use RAID-1 on 146GB disks across all blades. Which of the following is the most appropriate answer?

- A. 7 x 146GB
- B. 14 x 40GB
- C. 14 x 146GB
- D. 28 x 146GB

Answer: C

QUESTION 6:

Why would a customer purchase an IBM solution from a Business Partner rather than ibm.com?

- A. Lower cost
- B. Installations in many different countries
- C. High skill level in the customer technical personnel
- D. Integration of third party hardware and software solutions

Answer: D

QUESTION 7:

A customer is interested in the IBM eServer BladeCenter. The price of the blade technology seems high when compared to other smaller rack servers. Which of the following is the best way to address the apparent price variance?

- A. Explain that the density of the BladeCenter is very valuable. Having the ability to put 84 servers in a 42U rack provides better Return on Investment.
- B. Explain that the BladeCenter is an infrastructure component and includes most of the switches, cables, power and high availability items that would need to be purchased separately in the case of other rack mount servers.

- C. Explain that the number of processors in the Blade Solution exceeds that available in a stand-alone server solution. This processor density allows for better memory density and more processing power per unit of floorspace.
- D. Explain that the systems management programs in the BladeCenter allow for better deployment savings. Being able to quickly install and configure new servers improves the Total Cost of Ownership over the life of the technology.

Answer: B

QUESTION 8:

An xSeries Sales Specialist from an IBM Business Partner is looking for a specific xSeries server model and type to fulfill an urgent large customer order. The specialist has searched the distribution channel and was unable to locate the product. Which of the following should the specialist do next?

- A. Provide the customer's order number (SAP) to IBM to escalate the order.
- B. Propose an alternative product that is in stock.
- C. Contact the IBM xSeries product manager directly to escalate the issue.
- D. Inform the customer that the correct product is not currently available.

Answer: A

QUESTION 9:

An xSeries Sales Specialist is working on an urgent deal against Dell and needs a comparable configuration for the IBM eServer xSeries server. The IBM xSeries Pre-sales Systems Engineer is out of the office. Which of the following should the Sales Specialist use for assistance?

- A. IBM website
- B. IBM TechLine
- C. System Sales website
- D. xSeries Specialist's Manager

Answer: C

QUESTION 10:

An xSeries Sales Specialist needs to configure an IBM eServer BladeCenter to meet the following requirements:
Fully-populated BladeCenter Chassis with redundant power and Ethernet Switches
Each HS20 Blade should have dual processors and redundant hot-swap SCSI drives.
Which of the following is the correct configuration to meet these requirements?

- A. Quantity 1, BladeCenter Chassis
Quantity 2, GB Ethernet Switch
Quantity 2, BladeCenter Power Supply Kit
Quantity 7, HS20 Blade
Quantity 7, Processor upgrade
Quantity 14, SFF SCSI 36GB HDD
- B. Quantity 1, BladeCenter Chassis
Quantity 2, GB Ethernet Switch
Quantity 2, BladeCenter Power Supply Kit
Quantity 14, HS20 Blade
Quantity 14, Processor upgrade
Quantity 28, SFF SCSI 36GB HDD
- C. Quantity 1, BladeCenter Chassis
Quantity 2, GB Ethernet Switch
Quantity 1, BladeCenter Power Supply Kit
Quantity 7, HS20 Blade
Quantity 7, Processor upgrade
Quantity 14, 36GB HDD
Quantity 7, HS20 SCSI Storage Expansion
- D. Quantity 1, BladeCenter Chassis
Quantity 2, GB Ethernet Switch
Quantity 1, BladeCenter Power Supply Kit
Quantity 14, HS20 Blade
Quantity 14, Processor upgrade
Quantity 28, 36GB HDD
Quantity 14, HS20 SCSI Storage Expansion

Answer: C

QUESTION 11:

A customer's required configuration is a 16-way IBM eServer xSeries 460 with two Fibre HBAs and five dual port Ethernet adapters. How many PCI slots will be available for expansion?

- A. 13
- B. 15
- C. 17
- D. 21

Answer: C

QUESTION 12:

A customer is considering an IBM eServer xSeries solution for an Oracle 9i RAC

implementation but needs reassurance that the solution will perform adequately on IBM eServer xSeries servers. Which of the following resources should the xSeries Sales Specialist use FIRST to address the customer's concern?

- A. Consult the IBM Customer Reference Database.
- B. Provide the IBM benchmark results for Oracle 9i RAC on xSeries.
- C. Perform a pre-sales solutions assurance review.
- D. Refer the customer to the IBM Oracle Competency Center for an onsite demonstration.

Answer: B

QUESTION 13:

A customer has issued a request for proposal for 32 Opteron-based servers. They requested detailed information on the core chipset used in the proposed servers. In which of the following resources would the xSeries Sales Specialist find this type of information?

- A. xREF Sheet on the IBM eServer 326
- B. Marketing brief on IBM eServer 326
- C. The spreadsheet configurator (xSCA)
- D. Configurations and Options Guide (COG or Paper Configurator)

Answer: A

QUESTION 14:

A customer is looking for a solution to run Oracle RAC and has approached an xSeries Sales Specialist to see if IBM can provide a solution. Which of the following is the best resource for the Sales Specialist to ensure that IBM proposes a solution that meets the customer's needs?

- A. IBM Oracle RAC Sizing and Planning Questionnaire
- B. IBM xSeries and Intellistation Sales Configuration Aid
- C. IBM Business Consulting Services
- D. Local Oracle sales rep

Answer: A

QUESTION 15:

An xSeries Sales Specialist visited a customer who runs a small office environment and wants a replacement file server. The customer is looking for a server that will run RAID-5 to protect their data, and the capability for an internal tape drive to backup their data. Which of the following IBM eServer xSeries configurations will best suit this



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

