

000-122

IBM

Power Systems with POWER7 Common Sales Skills -v2 Exam

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QUESTION: 1

A Power 740 customer with 4 cores licensed to AIX is planning to add 4 additional cores and a partition for IBM i. They have sized the new IBM i workload at 1.7 cores and AIX will use the other 6.3 cores. What software will be necessary to enable this solution?

- A. PowerVM Standard Edition licensed for 8 cores
AIX Standard Edition licensed for 7 cores
IBM i licensed for 2 cores
- B. AIX Enterprise Edition licensed for 6 cores
IBM i licensed for 2 cores
- C. PowerVM Express Edition licensed for 8 cores
AIX Express Edition licensed for 7 cores
IBM i licensed for 2 cores
- D. PowerVM Standard Edition licensed for 8 cores
AIX Standard licensed for 6.3 cores
IBM i licensed for 1.7 cores

Answer: A

QUESTION: 2

A customer has let their Software Maintenance (SWMA) expire and needs to activate additional processors on their Power 770. What does the customer need to purchase?

- A. Additional licenses for the new processors.
- B. New licenses for the both the existing and new processors.
- C. After License Fee for both the new and the old processors.
- D. Additional licenses for the new processors and After License Fee for the existing processors.

Answer: D

QUESTION: 3

A sales professional is engaged in a competitive sales situation against a non-IBM solution that is unfamiliar to them. Which resource should be engaged first?

- A. CompeteLine
- B. Migration Factory
- C. TCO analysis tools
- D. Pre Sales Advisor tool

Answer: A

QUESTION: 4

A customer has several dedicated LPARs. The key application in one LPAR temporarily needs more processing power. How can performance be improved?

- A. Mirror the LPAR to a second system
- B. Add a second LPAR to the application
- C. Change dedicated LPARs to shared LPARs
- D. Reduce the number of LPARs on the system

Answer: C

QUESTION: 5

Which of the following can be used to provide a basis for proving that Power Systems have a lower cost of ownership than x86 systems?

- A. rPerf and CPW measurements
- B. Analysis report from the Alinean Tool
- C. ISV recommendations and lower IBM financing costs
- D. White papers that illustrate IBM's leadership technology

Answer: B

QUESTION: 6

An existing IBM customer needs to acquire a new Power Systems server with the following characteristics:

- 1 Must support 12 processor cores
- 1 Must accommodate the largest number of adapters in the system unit
- 1 Must fit within 4U of existing rack space

Which of the following should be proposed'?

- A. Power 720
- B. Power 730
- C. Power 740
- D. Power 750

Answer: C

QUESTION: 7

What energy capability of Power Systems can be used in data centers to restrict server energy consumption, especially in cases where the data center might be nearing the limit of the energy it can provide?

- A. Power Capping
- B. EnergyScale for I/O
- C. Processor Core Nap
- D. Dynamic Power Saver

Answer: A

QUESTION: 8

What is the minimum HMC model required to manage POWER7 or POWER7+ servers?

- A. 7310-CR2
- B. 7310-CR3
- C. 7310-CR4
- D. 7042-CR5

Answer: B

QUESTION: 9

A Chief Financial Officer (CFO) has requested a brief review of an IBM Power proposal before providing final approval. Which of the following are key topics that should be included in the executive summary?

- A. How Power Systems supports customer objectives Acquisition cost Total Cost of Ownership
- B. Acquisition cost Listing of software products How Power Systems supports customer objectives
- C. Power Systems overview Proposed financing Total Cost of Ownership
- D. Power value proposition Acquisition cost Hardware features

Answer: A



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