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IBM

IBM System x Sales Expert V3

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Question: 1

A customer is considering Blade Center H and S chassis. Which of the following is a reason to implement Blade Center H?

- A. Support for 10Gb internal network
- B. Support for SSD
- C. Support for integrated disk drives
- D. Support for 8Gb FC Switch Modules?

Answer: A

Question: 2

A customer has the following equipment installed in their data center:

- an IBM Blade Center H chassis
- two power supplies
- six HS22V blades
- three Nortel 1/10 GB ESMs

The retail customer purchased a new HX5 with MAX5. Which of the following must be added to install the HX5 with MAX5?

- A. Two additional power supplies
- B. Fibre Channel (FC) switches and SAN storage
- C. A Nortel 1/10 GB ESM
- D. SSD for the HX5

Answer: A

Question: 3

A prospect is considering a Blade Center H chassis with the Multi-Switch Interconnect Modules. The number of Ethernet ports is important to them. What is the maximum number of Ethernet ports an HS22 blade server can support if the blade does not have any expansion blades attached?

- A. 8
- B. 6
- C. 4
- D. 2

Answer: A

Question: 4

A retail customer has a database application that is accessed by a large number of people through a web interface from multiple remote locations. Which of the following questions will provide the information necessary to design the best performing storage solution?

- A. How many web servers will be connected to the database?
- B. How many concurrent applications will run against the database?
- C. How many concurrent users will be accessing the database?
- D. What are the types of transactions run against the database?

Answer: D

Question: 5

An installed customer has developed human resource constraints in the IT department. Which of the following allows the sales professional to proceed with future sales?

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- A. Proof of concept
- B. Volume sales discounts
- C. ServicePacs
- D. Industry leading technology

Answer: C

Question: 6

A healthcare customer is not satisfied with the utilization of their heterogeneous storage devices. Which of the following solutions should the System x sales professional recommend to better provision their storage on demand?

- A. Tivoli Storage Manager (TSM)
- B. SAN Volume Controller (SVC)
- C. Total Storage Productivity Center (TPC)
- D. Tivoli Provisioning Manager

Answer: B

Question: 7

A IBM Director V5 customer is considering Systems Director V6 and updating their BladeCenter servers. The sales professional is asked how Blade Center Configuration Manager works with Director V6. Which of the following is correct?

- A. This was replaced by Configuration Manager for V6
- B. This must be upgraded to BladeCenter Open Fabric Manager (BOFM) for V6
- C. Automation Manager must be used with Director V6
- D. This is common to both V5 and V6, no change is required

Answer: A

Question: 8

A customer has successfully upgraded their System x servers. Now they are very concerned about their applications. They have a historical collection of various applications that do not interact. Which of the following should the sales professional suggest?

- A. Rewrite applications using Linux to limit licensing fees
- B. Port applications to an AIX or UNIX server to conserve energy and floor space
- C. SAP or similar all encompassing applications
- D. Web enable all applications

Answer: C

Question: 9

A System x administrator is considering new storage subsystems. Which of the following is a benefit of SAS over Solid State?

- A. Higher transfer speeds
- B. Increased power consumption with Solid State
- C. Increased bandwidth
- D. Cost per MB

Answer: D

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Question: 10

When selling against competition, which of the following focus on the iDataPlex value proposition?

- A. Superior chip density
- B. Balance performance, cost, and power and cooling efficiency
- C. Flexible configurations ready for integration and testing at the customer location
- D. Standard rack mounting

Answer: B

Question: 11

A customer is considering iDataPlex and several competitive solutions. Which of the following favor iDataPlex?

- A. Usable density
- B. Lowest cost of acquisition
- C. Flexible configurations ready for integration and testing at the customer location
- D. Standard rack mounting

Answer: A

Question: 12

A customer requires an infrastructure to support disaster recovery of critical applications between two remote datacenters one in Tokyo and one in Beijing. The customer's Recovery Point Objective (RPO) necessitates a six-hour window for a bandwidth of 100MB/s and a new Storage System for a total of 4TB of data. They estimate 100MB of new data produced hourly. What data synchronization method would be recommended to meet the requirements?

- A. Metro Mirror
- B. Flash copy
- C. Global Mirror
- D. Snapshot

Answer: C

Question: 13

A banking customer has the following requirements for an IBM Blade Center solution with high speed fibre channel:

- four 4-socket Microsoft SQL servers with two hot swap SAS drives
- two physical Microsoft Active Directory Servers
- twenty-two physical Citrix servers
- three physical Web servers
- one physical vCenter server
- eight vSphere hosts

Which configuration minimally satisfies these requirements?

- A. Three IBMBladeCenter S chassis, three Brocade Fibre modules, six Ethernet modules
- B. Three IBMBladeCenter E chassis, three Brocade Fibre modules, six Ethernet modules
- C. Four IBMBladeCenter H chassis, four QLogic Fibre Channel modules, eight Ethernet modules
- D. Three IBMBladeCenter H chassis, three QLogic Fibre Channel modules, six Ethernet modules

Answer: D

Question: 14

A large customer CIO mentions a friend has used BR to tremendously improve their operations. Which of the following resources would assist the sales professional to develop this opportunity?

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- A. Storage Specialist
- B. System Architect
- C. Resilience Specialist
- D. Techline

Answer: C

Question: 15

Which tool is available for IBM Blade Center that allows direct power monitoring by IBM Systems Director 6.2 through the AMM?

- A. Power Executive
- B. Active Energy Manager (AEM)
- C. Tivoli Provisioning Manager (TPM)
- D. Energy Monitoring and Control (EMC)

Answer: B

Question: 16

A manufacturing customer has limited space remaining in their data center and is concerned about rising power costs. The customer applications require very large amounts of memory. They want server redundancy and no downtime. Which of the following architectural features should be discussed with them?

- A. iDataPlex with vSphere
- B. Four x3550 M3 servers, Sphere and racks
- C. Blade Center, HX5 blades and vSphere
- D. One x3950 X5 servers and Sphere

Answer: C

Question: 17

Selling the total solution includes adding services and financing options which ensures your customer will remain satisfied with their purchase. Which of the following best describes the benefits of Selling options, storage, services, and financing to your clients?

- A. More face time with the executives
- B. Enhanced credibility, higher profits, less competitive pressure
- C. One source for elements, cleaner design, simpler support
- D. Locks competitors out of account

Answer: C

Question: 18

A customer has a combination of fifteen Windows file servers with direct attached storage and three Power Systems with AIX database servers SAN attached to a DS4700. They would like to upgrade and plan for 40 TB capacity. The customer needs to move to a more scalable storage system to include all servers. Which of the following would be most appropriate to ask first?

- A. What are Disaster Recovery plans
- B. What are plans for data migration
- C. What storage system space is available
- D. Doss's meet the needs

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Answer: B

Question: 19

A banking customer plans to implement a Blade Center H chassis. They plan for seven HS22 blades, six HX5 blades with MAX5, one 1U external Fibre Channel switch, and two 3U Fibre Channel storage devices with fourteen 146GB drives. Which of the following is the minimum amount of rack space required to implement the solution?

- A. 32U
- B. 21U
- C. 25U
- D. 22U

Answer: C

Question: 20

A customer is considering a DS3500 to replace an installed DS3400. Which of the following is a supporting reason for this change?

- A. A total of 48 drives are required
- B. iSCSI and FC are needed in the same units
- C. Remote mirroring is required
- D. Must attach to an installed EXP3000

Answer: C

Question: 21

A customer wants to update their system with the latest drivers. Which of the following tools would you suggest?

- A. Bootable Media Creator
- B. Advanced Settings Utility
- C. Update Express System Pack Installer
- D. Server Guide Scripting Toolkit

Answer: C

Question: 22

A prospective client needs to combine Ethernet, FCOE, and iSCSI. They have not been able to practically combine these in the past. Which of the following IBM products meets this need?

- A. Blade Center Open Fabric Manager (BOFM)
- B. SAN Volume Controller (SVC)
- C. Virtual Fabric forBladeCenter
- D. Network Provisioning on Demand in the AMM

Answer: C

Question: 23

A prospective customer has selected Fiber Channel (FC) for performance reasons. The prospect does not appear to understand the terminology and options of the fiber channel but is very interested in learning before investing money in this technology. What steps should be taken to make sure the customer is satisfied with the solution?

- A. Send customer links to documentation for the FC components included in the solution
- B. Direct the customer to Red Books and White Papers on FC technologies

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- C. Work with business partner to include Lab Services engagement to setup FC environment and perform knowledge transfer
- D. Switch to iSCSI

Answer: C

Question: 24

A customer is looking at an Oracle E-Business solution. They would like to know what hardware they will need for the solution. They have some preliminary information from Oracle, including hardware requirements and specifics for their environment. Which of the following should be done next?

- A. Select the Server Proven configuration for Oracle E-Business
- B. Use SeeConfig to configure a Power server with AIX to support Oracle E-Business applications
- C. Download the Oracle E-Business sizing questionnaire from IBM, fill out with customer and submit to IBM for System x sizing
- D. Use SSCT to configure a system that meets the minimum requirements specified by Oracle E-Business

Answer: C

Question: 25

A healthcare and life sciences client wants to maintain electronic patient records, including medical images, for two years after each patient's death. How would the IT storage industry describe this business goal?

- A. Archive solution that requires event-based retention
- B. Backup solution that provides version-based expiration
- C. Business continuity solution that provides two years Recovery Time Objective (RTO)
- D. Business continuity solution that provides two years Recovery Point Objective (RPO)

Answer: A

Question: 26

The customer is consolidating their ten rack mount Windows servers into a VMware environment with four servers. The existing servers all have internal disk. The total amount of useable capacity is 5TB which is expected to increase to 10TB over the life of this asset. The customer will want to use the advanced features of VMware like VMotion. The customer is concerned about cost. Which of the following meets the customer's needs?

- A. DS3500 with SAS Host Connection
- B. DS3500 with iSCSI Host Connection
- C. DS3500 with FC Connection
- D. DS5020

Answer: A

Question: 27

A retail company plans to consolidate 180 existing dual processor Xeon servers, all running a web server application on Windows Server 2003. They are planning consolidating to a single x3950 X5 running vSphere. Which of the following should be discussed with this customer?

- A. Consider two servers for redundancy and failover
- B. Web content static or dynamic information
- C. Processor utilization of the existing web servers
- D. SCSI or Fibre Channel storage solution

Answer: A

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Question: 28

An installed customer is considering Multi-Switch Interconnect Module. Which of the following is the bays populated by this feature?

- A. 3 and 4
- B. 3,4,5 and 6
- C. 7 and 9
- D. 7,8,9, and 10

Answer: D

Question: 29

How many Blade Center HT chassis will fit in a standard 19" 42U rack?

- A. 2
- B. 3
- C. 4
- D. 6

Answer: B

Question: 30

A banking customer orders three IBM Blade Center E chassis and thirty-four HS22 blades. The customer wants to fully populate the chassis with blades where possible. Which of the following is the minimum number of power cables required to provide redundancy?

- A. 6
- B. 8
- C. 10
- D. 12

Answer: C

Question: 31

A Customer has a proprietary server deployment solution that uses a combination of disk imaging and application pushing technology. They need to get a working Windows 2003 image for their new servers as soon as possible for deployment with their provisioning system. Which of the following methods can achieve this?

- A. UseServerGuide to install Windows 2003rchase PowerVM Standard Edition for the entire system
- B. Install Windows 2003 using the F6 supply Mass Storage Controller option
- C. Replace Customer's deployment solution with Tivoli Provisioning Manager for OS Deployment Director Edition
- D. Deploy Customer's existing image and useUXSPi to update IBM specific drivers

Answer: A

Question: 32

A System x client is interested in IBM Tools Center Bootable Media Creator but is concerned about functions. Which of the following describes the functions of Tools Center Bootable Media ?

- A. Update firmware, update drivers, run diagnostics, install Windows
- B. Update firmware, run diagnostics, install Windows
- C. Update firmware, run diagnostics, install Windows, and install Linux
- D. Update firmware, update drivers, install Windows, and install Linux

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Answer: B

Question: 33

A medical customer wants to deploy around 8TB integrated storage on a Blade Center

- A. SATA internal disks
- B. iSCSI
- C. Solid State Storage
- D. SAS Internal Disk

Answer: A

Question: 34

A banking customer deployed an IBM Blade Center chassis with one Brocade 8Gb SAN switch module. The customer requires an 8Gb uplink or higher. Which configuration will meet this request?

- A. Brocade Enterprise 20-port 8Gb SAN switch module
- B. Brocade 20-port 8Gb SAN switch module and Brocade Advanced Performance Monitoring for IBM Blade Center
- C. Brocade Enterprise 10-port 8Gb SAN switch module
- D. Brocade 10-port 8Gb SAN switch module and Brocade Advanced Performance Monitoring for IBM Blade Center

Answer: A

Question: 35

A University customer has a Blade Center H fully populated with LS21 Blades, a single AMM, and four power modules. The Blade Center has been running flawlessly for three months. One day an administrator discovers that they cannot view video on blades 9-12 either locally or remotely even though they still appear to be running. The video works on all of the other blades. Which of the following is the cause of the video problem?

- A. A power module has failed and there is not enough power to see video on all blades.
- B. MUX 3 on the BladeCenter backplane has failed.
- C. A firmware update is required on the AMM.
- D. A second AMM is required to view video on blades 9-14.

Answer: B

Question: 36

An insurance customer installs two Blade Center chassis in a rack with glass doors. After a short time, the blowers in both Blade Centers increase to full speed, and then one fails. Apart from replacing the broken blower, which additional action is required for a long term fix?

- A. Add Rear Door HeateXchanger
- B. Add fans to the top of the racks
- C. Increase circulation from Data Center raised floor
- D. Change to perforated doors

Answer: D

Question: 37

A client is experiencing bottlenecks in their IT environment. Which of the following responses address this issue?

- A. Meet with Operations Manager
- B. Perform Scorpion Study
- C. Meet with CFO

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D. Perform CDAT Study

Answer: A

Question: 38

A customer is concerned about rising power costs, and the limited space they have left in the computer room. They have been doing some research into virtualization and would like to know if they should pursue this solution. Which of the following architectural features should be discussed with them?

- A. x3650 M3 servers and racks
- B. x3550 M3 servers, VMware and racks
- C. Blade Center, blades and VMware
- D. x3620 M3 servers and VMware

Answer: C

Question: 39

In which phase should a TDA be performed?

- A. Server deployment
- B. Installation and server configuration
- C. Problem determination / resolution
- D. Needs analysis and design

Answer: D

Question: 40

A customer has Direct Attached Storage (DAS) storage for their Windows servers. They are allocating money in next year's budget for additional storage. Which of the following questions should be asked first to determine the proper storage solution to propose?

- A. What is the planned backup solution?
- B. How many people manage the storage system?
- C. What is the total planned capacity?
- D. Is a shared storage subsystem under consideration?

Answer: D

Question: 41

An eX5 client is concerned about the cost-per-GB of the proposed SAS disk-based solution, and suggests using SATA disk technology in order to reduce costs for their 24x7 mission-critical Microsoft SQL Server application. Which of the following addresses the customer issues?

- A. SAS drives support automatic rebuild upon failure, SATA must be rebuilt manually
- B. SAS drives support Fibre Channel attachment to eX5 servers, SATA does not
- C. SATA drives require different, more expensive cables, and require more floor space compared with SAS
- D. SATA storage is slower, has lower mean time between failure, and designed for a lower duty cycle compared with SAS

Answer: D

Question: 42

Which of the following is the packaging strategy of iDataPlex?

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- A. Fourteen servers per rack like BladeCenter
- B. Two servers per rack for optimal cooling cost
- C. One server per rack for optimal cooling and energy efficiency
- D. Four servers per rack (two each half high) for optimal cooling

Answer: B

Question: 43

Which of the following is a management strategy of iDataPlex?

- A. IBM Systems Director manages all components as single image
- B. Rack Management Appliance manages the homogeneous image
- C. HMC manages dissimilar components
- D. Tivoli Provisioning Manager (TPC) manages all components as single image

Answer: B

Question: 44

A retail customer is looking at ways to reduce power requirements. They are considering deploying two hundred IBM HS22 blades running Red Hat Linux in the IBM Blade Center E chassis. The customer has already chosen Intel L5640 CPUs to reduce power. Which on-board storage option allows the customer to reduce power consumption of each blade?

- A. One 50 GB SATA 1.8 inch SSD
- B. Two 73GB 10K SAS HDD SFF
- C. Two 31 GB SATA 2.5 inch SSD
- D. Two 50GB SATA 1.8 inch SSD

Answer: C

Question: 45

A customer has been working with your company to purchase an iDataPlex cluster. They have a configuration from IBM and are getting ready to place an order. Which of the following should be done?

- A. A solution sizing questionnaire
- B. Verify the customer has the proper racks
- C. A Technical Delivery Assessment
- D. Verify the customer has enough cooling in the computer room

Answer: C

Question: 46

A customer asks which says they could install Multi-Switch Interconnect Module (MSIM). Which of the following is the source of this information?

- A. CDAT
- B. IBM Systems Director
- C. Tivoli Provisioning Manager (TPM)
- D. xREF

Answer: D

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Question: 47

A retail customer installs a Blade Center into an existing 10/100 Ethernet network. Due to cost considerations, the customer uses Copper Pass-thru Modules. After installing this solution, the customer finds that they have no network connectivity. Which of the following is causing the problem?

- A. Copper Pass-thru Modules only support 1000Mb line speeds.
- B. Spanning Tree has been enabled on the Copper Pass-thru Module.
- C. The customer does not have the latest firmware loaded on the Copper Pass-thru Module.
- D. The customer is using LS21 Blades

Answer: A

Question: 48

A manufacturing customer has an IBM Blade Center H chassis with four, HX5 with MAX5 4-socket blades installed. Each blade has the optional Fibre Channel Expansion card. The customer wants redundancy and is going to install the following configuration: -- two Brocade 20-Port SAN Switch Modules -- two Nortel Networks 1/10 GB Uplink ESM -- a redundant AMM What is the minimum number of power supplies needed for this configuration to have full redundancy?

- A. 4
- B. 3
- C. 2
- D. 8

Answer: A

Question: 49

A client's 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 CFO's 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.

Answer: C

Question: 50

A customer wants to install an IBM Blade Center infrastructure but is concerned about the cost of the full fabric internal fibre switches. Consequently, the customer is considering an N_Port IDVirtualization (NPIV) capable switch. Which of the following should be mentioned to the customer regarding the NPIV switch?

- A. You can not use an NPIV switch in the same IBM Blade Center chassis as a Cisco Intelligent Ethernet Switch
- B. Using blade servers with the NPIV switch will require more fibre ports on the external fibreswitch
- C. Storage devices like Fibre Channel Tape and Disk cannot be attached to the NPIV Switch but must connect to a core fabric switch.
- D. The NPIV switch will count against the number of domains in a fabric

Answer: C

Question: 51

A business partner wants to identify risks, develop action plans to manage the risks, and confirm resources required for a successful implementation of a Blade Center solution to their customer. Which of the following addresses this situation?

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- A. Conduct a TDA
- B. Use IBM System configuration and Option Guide (COG)
- C. UsexREF
- D. Conduct aServerProven Opportunity Request for Evaluation (SPORE)

Answer: A

Question: 52

A customer is concerned that the Windows server virtualization solution discussed with them seems to be too leading edge. They are not comfortable with new technology. What information could be supplied to provide industry trends and directions of the solution?

- A. Server Proven
- B. xREF
- C. Client references
- D. IBM White Papers

Answer: C

Question: 53

A customer has reached the cooling limit in his datacenter, but still has room for additional IBM racks and servers. Which of the following allow additional future sales?

- A. Rear Door HeateXchanger
- B. ActiveEnergy Manager(AEM)
- C. Perforated doors
- D. IBM Cool Blue

Answer: A

Question: 54

A customer asks the sales professional how to update the UEFI on the HX5. They do not want to use AMM. Which of the following is the procedure?

- A. InstallServerGuide CD/DVD, boot the HX5 blade and follow the prompts
- B. Boot the blade from the HX5 Bootable Media Creator (BoMC) and follow the prompts
- C. Press F1 while the HX5 is booting, insert the CD/DVD and select "OK"
- D. Mount the IMM virtual disk

Answer: B

Question: 55

A customer plans to deploy Open Fabric Manager (OFM). Which of the following vendors meet this need?

- A. Brocade
- B. Blade Network Technology (BNT)
- C. Cisco
- D. Juniper

Answer: B

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

