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IBM Storage Sales Combined V1

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QUESTION: 1
Which of the following competitors offers customers a virtual tape solution for mainframes?

A. Sony
B. Quantum
C. NetApp
D. Sun Storage Tek

Answer: D

QUESTION: 2
The storage specialist is preparing the IBM System Storage DS6800 proposal for replacing a customer's EMC Symmetrix who's warranty has expired. Which of the following TCO advantages should be highlighted in the proposal?

A. FlashCopy included versus extra cost for TimeFinder
B. Standard three year warranty and no software maintenance
C. Larger disk capacity
D. Flexible warranty and lower power consumption

Answer: D

QUESTION: 3
A large company with data centers in three countries wants to start a project for storage consolidation which will reduce costs and improve storage utilization by implementing storage virtualization at all three sites. The CIO has contacted the sales specialist for an IBM resource to help with this project. Which of the following IBM Resources addresses this request?

A. Local FTSS
B. Techline
C. IBM Global Business/Technology Services
D. Executive Briefing Center

Answer: C

QUESTION: 4
The customer is looking for a new server to run his interactive database application. Many users will be accessing the database at the same time. Which of the following what types of server would you expect the customer to be running the database on for best performance and scalability?

A. Unix or AIX server
B. Intel server
C. Data warehouse node
D. High Performance Cluster

Answer: A

QUESTION: 5
The storage specialist is preparing the IBM System Storage DS6800 proposal for replacing a customer's EMC Symmetrix who's warranty has expired. Which of the following TCO advantages should be highlighted in the proposal?

A. Flexible warranty and lower power consumption
B. Standard three year warranty and no software maintenance
C. Larger disk capacity
D. FlashCopy included versus extra cost for TimeFinder

Answer: A

QUESTION: 6
A small bio-technical company is interested in implementing an IBM Storage solution. Which of the following tools can be used to help justify the cost of an IBM System Storage solution to a customer?

A. System Storage Productivity Center (SSPC) for disk
B. Disk Magic
C. Total Cost of Ownership Now (TCO)
D. Capacity Magic

Answer: C

QUESTION: 7
A sales specialist is assigned a new account that favors EMC in a mixed storage environment. The only point of entry is a staff dissatisfied with EMC's products due to their frustrations managing EMC equipment in a mixed environment. Which of the following is the best strategy for the storage for the storage sales specialist to use?

A. Explain the benefits of the system storage DS5000 family
B. Advise them the CLARiiON not delivering high customer value
C. Explain the benefits of IBM system storage SVC compared to EMC invista
D. Explain the benefits of TPC for fabric

Answer: C

QUESTION: 8
A large company with data centers in three countries wants to start a project for storage consolidation which will reduce costs and improve storage utilization by implementing storage virtualization at all three sites. The CIO has contacted the sales specialist for an IBM resource to help with this project. Which of the following IBM Resources addresses this request?

A. Local FTSS
B. IBM Global Business/Technology Services
C. Executive Briefing Center
D. Techline

Answer: B

QUESTION: 9
A long time customer with both IBM servers and storage. The storage specialist has been asked to present an update on the IBM storage portfolio. The sales specialist suspects there is a competitor actively marketing in the account. Which of the following questions from the customer would most likely indicate a competitive storage activity?

A. How can the IBM SAN Volume Controller work in our environment?

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and many others.. See complete list Here