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IBM

Midrange Storage Sales V1

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QUESTION: 1

Which two of the following are examples of a company's legal need to comply with data retention?

- 1 Cost
- 2 Growth
- 3 Risk
- 4 Availability

- A. 1,2
- B. 2,3
- C. 3,4
- D. 1,4

Answer: C

QUESTION: 2

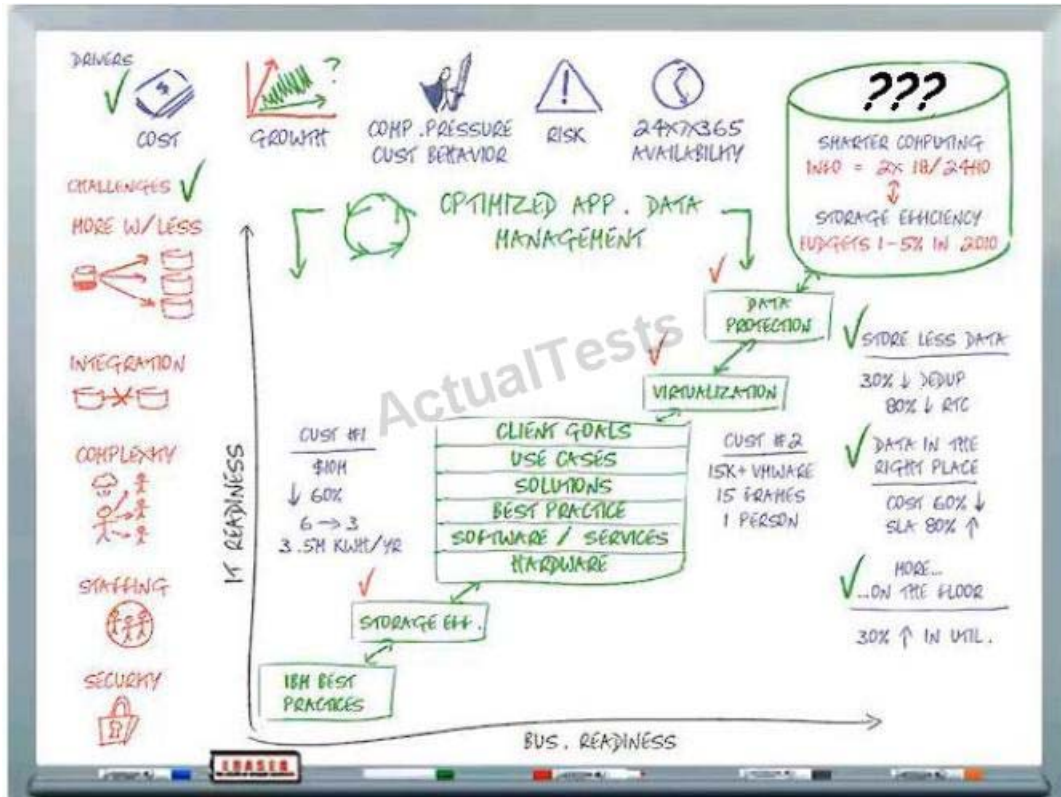
Customer has two datacenters 1000 km apart, and wishes to perform disaster recovery across a small set of disks (less than 10 TB). What is likely to be the most costly part of this solution over a three year period?

- A. Switch and replication hardware charges
- B. Disk storage hardware and warranty costs
- C. Storage administration and support costs
- D. Line charges from telecommunications vendors

Answer: D

QUESTION: 3

Using the IBM One Voice Whiteboard Presentation as a reference, the initial discovery of a customer's IT platforms, their use cases and overall goals, incorporating IBM best practices, virtualization and data protection to gain greater storage efficiency, this customer is being driven toward_____.



- A. More on the floor.
- B. Workload optimization.
- C. Data in the right place.
- D. Correct staffing levels.

Answer: B

QUESTION: 4

A customer with POWER7 servers running mission critical DB2 applications in a stock market transaction application have data centers at 2000 km distance. They need near zero recovery time. Which of the following is the appropriate solution for this customer?

- A. DS3500 with Metro Mirror
- B. N series with Flash Cache
- C. DS8800 with Global Mirror
- D. Storwize V7000 with TPC for Replication

Answer: C

QUESTION: 5

A client has a file server with 100 TB of usable storage. The growth rate of the data is 50% per year. The majority of the data rapidly becomes inactive data and is not frequently accessed. The customer would like to implement a solution that would automatically migrate the inactive data to a less expensive disk. Which solution would meet the customer's requirements?

- A. DS8800
- B. DS3524 Express
- C. XIV system Gen3
- D. Storwize V7000 Unified

Answer: D

QUESTION: 6

The sales team is discussing the Storwize V7000 with the customer. The customer has asked about the software features of the Storwize V7000. Which of the Storwize V7000 software features are available at an additional cost?

- A. Easy Tier, FlashCopy
- B. FlashCopy, External Virtualization
- C. Metro/Global Mirror, Thin Provisioning
- D. External Virtualization, Metro/Global Mirror

Answer: D

QUESTION: 7

TCOnow! for Disk provides what value?

- A. Provides the CIO with an ROI comparison
- B. Compares speeds and feeds of disk storage systems
- C. Analysis of a 'head to head' comparison of disk storage solutions
- D. Compares features of Storage Systems advanced functions and software

Answer: C

QUESTION: 8

A customer needs approximately 800 TB of network attached storage for unstructured media files in a single file system. Which of the following choices would be the best solution for this customer?

- A. N3240
- B. DCS3700
- C. IBMSONAS
- D. Storwize V7000 Unified

Answer: C

QUESTION: 9

Which of the following are supported host interface types on the Storwize V7000?

- A. 6 Gbps SAS, 4 Gbps iSCSI and 8 Gbps FC
- B. 1 Gbps iSCSI, 3 Gbps SAS and 8 Gbps FC
- C. 8, 4, and 2 Gbps FC, 1 and 10 Gbps iSCSI
- D. 20 Gbps InfiniBand, 8 Gbps FC and 10 Gbps iSCSI

Answer: C

QUESTION: 10

A customer has an existing IBM System Storage N6040 and is requesting a replication license to fail over workload to a secondary N series device in the event of a disaster. Which software product will address the customer's requirement?

- A. SnapLock
- B. FlexClone
- C. SnapMirror
- D. SnapRestore

Answer: C

QUESTION: 11

A customer is looking to consolidate multiple heterogeneous SAN islands. To do this, what must the customer consider first?

- A. Single management interface
- B. Creating a singular SAN fabric
- C. Picking a singular vendor and storage platform
- D. Storage tiering with automatic hot spot detection



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