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IBM

IBM Storage Sales Version 8

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Exam Name:	IBM Storage Sales Version 8		
Exam Type:	IBM		
Exam Code:	000-748	Total Questions:	140

Question: 1

Which of the following IBM products would be recommended to compete with the EMC CX3-80?

- A. IBM Systems Storage DS4200
- B. IBM Systems Storage DS4700
- C. IBM Systems Storage DS4800
- D. IBM Systems Storage DS8100

Answer: C

Question: 2

A storage sales specialist has been assigned a new account that favors EMC storage in a mixed storage environment. The Chief Information Officer favors EMC, but some of the staff is dissatisfied with EMC's products due to their frustrations managing EMC equipment in a mixed environment. The only point of entry is the dissatisfied employee group. Which of the following is the best strategy for the storage sales specialist to use?

- A. Explain the benefits of TPC for fabric
- B. Explain the benefits of the DS4000 family
- C. Explain the benefits of SVC compared to Invista
- D. Advise them that the CLARiiON line is aging and not delivering high customer value

Answer: C

Question: 3

You are facing a competitive situation at a customer who mainly has installed Sun servers. The customer is looking to add disks. What would typically be their first choice?

- A. HP
- B. IBM
- C. EMC
- D. LSI

Answer: C

Question: 4

Which IBM Tape Drive model has a Data Encryption built-in to the Tape Drive?

- A. IBM System Storage TS1120
- B. IBM TotalStorage 3592-J1A
- C. IBM TotalStorage 3590-E05
- D. IBM System Storage TS3500

Answer: A

Question: 5

From a performance standpoint, which feature from the IBM System Storage N series product lines distinguishes it from the other NAS offerings available in the market today?

- A. LockVault
- B. SnapMirror
- C. Write Anywhere File Layout (WAFL)
- D. Common Integrated File System (CIFS)

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Answer: C

Question: 6

What is a key strength of TotalStorage Productivity Center Standard Edition over EMC ControlCenter?

- A. Market share leadership
- B. Offering for the SMB market
- C. Integration with systems management products
- D. Integration of storage management functionality

Answer: D

Question: 7

Which vendor has positioned themselves as the leading Information Lifecycle Management (ILM) company?

- A. HP
- B. IBM
- C. HDS
- D. EMC

Answer: D

Question: 8

Which of the following implements "in-band" storage virtualization technology via an appliance?

- A. EMC (Invista)
- B. HDS (Tagmastore)
- C. IBM (SAN File System)
- D. IBM (SAN Volume Controller)

Answer: D

Question: 9

Which of the following features differentiates IBM Tivoli Storage Manager from Veritas NetBackup?

- A. LAN-free backups
- B. Broad platform support
- C. Automated tape reclamation
- D. Central point of management

Answer: C

Question: 10

A storage specialist is competing against EMC for a Data Retention opportunity. The customer has a need for less than 1 TB of fixed content. What IBM product should be quoted to satisfy this requirement?

- A. IBM System Storage DS4200
- B. The IBM System Storage DR550
- C. The IBM System Storage DR550 Express
- D. IBM System Storage N3700 with SnapVault



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