000-850

IBM

isries domino solution sales v5r3

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Question: 1
A loyal IBM Lotus Domino for iSeries customer expresses concern about the future of Domino and the wisdom of continuing to use it. The customer has read several press articles and forum postings about Lotus Workplace strategy. They are wondering if they should migrate from Domino to Lotus Workplace on their iSeries now. Which of the following is the most appropriate response?

A - IBM does not plan on changing any part of the Domino architecture in the next version of Domino. The statements in the press regarding IBM's Lotus Workplace strategy and plans are accurate.
B - Lotus Workplace is a strategic IBM product family and if the customer believes it is right for their business, they can easily migrate their existing Domino 6 mail and calendar users now to Lotus Workplace 2.0 on their iSeries.
C - IBM is committed to supporting and advancing the Domino messaging and application deployment platform for years to come. Domino .NSF based applications will be preserved. When the customer is ready, they will be able to expand the collaborative capabilities of their Lotus investments by integrating them into Lotus Workplace.
D - IBM's current statement of direction is that Lotus Domino 7 is the last planned version of Lotus Domino and that customers should plan on migrating from Lotus Domino to Lotus Workplace before the end of 2006.

Answer: C

Question: 2
Which of the following is a benefit of using IBM Lotus Domino replication?

A - Security protocols are not required when using replication.
B - Less disk space is required.
C - Replication supports a greater number of clients.
D - Any Domino application can be taken offline.

Answer: D

Question: 3
An iSeries Lotus Domino customer is considering implementing WebSphere Portal. They indicate during a sales call that they have engineering product teams worldwide that have difficulty communicating. What additional Lotus product should be discussed?

A - IBM Lotus Instant Messaging and Web Conferencing (Sametime)
B - IBM Lotus Domino Document Manager Web Page Assembler
C - IBM WebSphere Development Studio Client (WDSc)
D - IBM Lotus Domino Web Access client with Management Central

Answer: A

Question: 4
An i820 customer is considering IBM Lotus Instant Messaging and Web Conferencing (Sametime) and would like a further explanation of why this is a good product. Which of the following will show them Instant Messaging and Web Conferencing and its business value?

A - Call an IBM SupportLine specialist.
B - Demonstrate IBM Instant Messaging and Web Conferencing Now on a laptop.
C - Call IBM Direct and ask for the Instant Messaging and Web Conferencing team.
D - Invite the customer to an online meeting on the Instant Messaging and Web Conferencing iSeries demo server.

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and many others.. See complete list Here