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IBM

Storage Sales for High-End Tape Version 1

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Question: 1
A customer wants to migrate an existing z/OS tape workload to virtual tape. The customer has agreed that a single cluster of IBM Virtualization Engine TS7700s will provide the needed functionality. However, the customer will not sign the order unless a salesperson can guarantee an improvement in overall throughput. Which tool provides a detailed estimate of the TS7700's performance when running the tape workload?

A. RAFS
B. Tape Magic
C. Batch Magic
D. Virtual Mount Analyzer (VMA)

Answer: C

Question: 2
A customer has recently purchased another vendor's high-end tape drive solution. The customer is currently experiencing difficulty recovering files. What is the next topic of conversation to discuss with the customer?

A. Disaster recovery
B. Archival solutions
C. Backup and recovery
D. High availability servers

Answer: C

Question: 3
A salesperson is creating a customer proposal to replace the current tape subsystem. Where can the salesperson obtain proposal templates?

A. Win room
B. PartnerWorld
C. Proposal factory
D. Local IBM sales representative

Answer: B

Question: 4
A Business Partner has obtained a list of tape backup configuration requirements from a customer. After reviewing the requirements, the Business Partner determines there are a few server and operating system combinations that are not supported. What can the Business Partner do to submit the customer's configuration for formal support evaluation?

A. Ask the assigned IBM Development representative
B. Submit the formal support request through Partnerline
C. Obtain support during the Solution Assurance review meeting
D. Work with the IBM Channels Representative to request support

Answer: D

Question: 5
A customer will buy the IBM Virtualization Engine TS7700 solution if a salesperson can give assurance that the data the customer wants to migrate will not exceed the capacity of a two-frame TS3500 Tape Library, assuming a 15% growth rate over the next two years. What information is necessary to estimate the number of frames required?

A. The number of library slots the data cartridges currently occupy
B. The size and type of cartridges on which the data currently resides
C. The number of gigabytes of tape the compressed data currently occupies
D. The number of cartridges the data currently occupies and the average compression ratio of the data

Answer: C

Question: 6
Which type of analysis should a salesperson perform to assist a client in determining the time it takes to receive the full financial benefit from the proposed solution?

A. Return on Investment
B. Solutions Assurance
C. Total Cost of Ownership
D. Cost/Performance Analysis

Answer: A

Question: 7
From the IBM System Storage Tape Libraries, what is the maximum allowed Fibre Channel cable length?

A. 300 meters (984 feet)
B. 500 meters (1640 feet)
C. 700 meters (2297 feet)
D. 750 meters (2461 feet)

Answer: B

Question: 8
A customer currently has an IBM 3494 Tape Library and an IBM 3494 B10 VTS for z/OS tape batch work. The batch tape workload is growing, and the customer wants to move to newer technology, but believes the IBM Virtualization Engine TS7700 has much more capacity and performance than will ever be needed. The salesperson decides that proposing a TS7700 with Incremental Capacity on Demand (ICOD) can overcome this objection. What is the minimum number of cache enablement features and peak throughput increments that can be configured with ICOD?

A. 3 TB of cache, 300 MB/sec throughput
B. 2 TB of cache, 200 MB/sec throughput
C. 2 TB of cache, 100 MB/sec throughput
D. 1 TB of cache, 100 MB/sec throughput

Answer: D

Question: 9
Which advantage does the Sun Tape Library SL8500 have over the IBM TS3500?

A. The SL8500 requires less floor space.
B. The SL8500 can provide more cartridge slots.
C. The SL8500 can be used for UNIX, Windows, and z/OS environments.
D. The SL8500 can integrate TS1120 Tape Drives and LTO Tape Drives.

Answer: B

Question: 10
A customer has questions about the performance of a proposed TS3500 library configured with 12 frames. The customer's concern is that the performance of the robot will be too slow to keep up with the number of required mounts. Which resource should the Business Partner contact first to obtain performance information to provide the customer with a good understanding of the TS3500 robot capabilities?

A. Techline
B. Competeline
C. Partnerline
D. Local FTSS/SE

Answer: C

Question: 11
A customer is concerned about the risk of an extended data center outage and the need to continue operations during the outage. Which type of solution addresses this concern?

A. Tape backup
B. High availability
C. Disaster recovery
D. Local off-site tape facility

Answer: C

Question: 12
When implementing "green" storage, what technique would be used to cool more efficiently?

A. Reduce the amount of data stored
B. Combine disk and tape storage devices
C. Install an IBM Rear Door Heat Exchanger
D. Place the data on the most power-efficient storage

Answer: C

Question: 13
What is the Recovery Point Objective (RPO)?

A. The amount of data lost at the primary site
B. The business need for doing point in time data copies
C. The difference between the primary and disaster recovery data sets
D. The time it takes to recover the primary data at the disaster recovery site

Answer: C

Question: 14
A customer environment contains different servers and operating systems, which need to connect to centralized storage. How should a salesperson verify that the solution will be supported by IBM?

A. Perform a proof-of-concept
B. Consult the operations manual
C. Check the interoperability matrix

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and many others.. See complete list Here