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IBM

Storage Sales for N Series Version 2

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Question: 1

Which tool can be used to help justify the cost of an IBM System Storage solution to a customer?

- A. Disk Magic
- B. Randy's Amazing Financial Spreadsheet (RAFS)
- C. e-config
- D. TCOnow!

Answer: D

Question: 2

Where is the SAPR Guide for N series systems found?

- A. IBM Sales Manual for the specific model
- B. IBM Installation and Planning website
- C. IBM PartnerWorld Solution Assurance Library
- D. e-config

Answer: C

Question: 3

A customer wants to utilize existing unused capacity in an IBM DS4800 to support a new Windows application without adding FC HBAs to the existing server. Which product is most cost effective?

- A. San Volume Controller (SVC)
- B. N3300 Model A20
- C. N5300 Model A20
- D. N5300 Model G20

Answer: B

Question: 4

A customer wants to finance a purchase of an N7600 storage system. Where can the business partner get information on financial offerings?

- A. N series systems have no leasing available.
- B. IBM Sales Manual
- C. IBM Global Financing homepage
- D. Business Partner Innovation Center web site

Answer: C

Question: 5

Which IBM System Storage N series product provides non-disruptive scalability up to 1.1PB?

- A. N7900
- B. N5600
- C. N7700
- D. N5700

Answer: A

Question: 6

Which IBM tool is used to configure and price an N series system?

- A. N series price list
- B. Capacity Magic
- C. e-config
- D. IBM TotalStorage Planning Guide

Answer: C

Question: 7

Which IBM product competes with the EMC CX3-20?

- A. IBM N3600
- B. IBM DS8300
- C. IBM N7000
- D. IBM DS8100

Answer: A

Question: 8

What is the term for the ability to mix different drive types, such as SATA and FC, in a single N series enclosure?

- A. Unified Storage Architecture
- B. Data Simplification
- C. Operations Manager
- D. Advanced Single Instance Storage

Answer: A

Question: 9

Which support feature has no charge during the warranty period?

- A. Web support
- B. hardware warranty support
- C. IBM Global Services
- D. software "how to" support

Answer: B

Question: 10

A customer has an existing SAN for their AIX servers. They want to add their Windows servers for file sharing. What is the lowest-cost solution to utilize the existing SAN storage pool for the Windows servers?

- A. IBM Cisco MDS 9506
- B. IBM System Storage N3600
- C. IBM System Storage DS4700
- D. IBM System Storage N5300

Answer: B

Question: 11

Which feature must be enabled when connecting an N series box directly to a tape drive in a TSM environment?

- A. CIFS
- B. FCIP
- C. NDMP
- D. iSCSI

Answer: C

Question: 12

Which NAS vendor's point in time copy (PTC) technology does not suffer a sustained performance degradation?

- A. EMC Celerra
- B. IBM N series
- C. Dell PV660
- D. SUN NAS Series

Answer: B

Question: 13

A business partner salesperson proposes an IBM N series storage solution to an installed EMC customer. Which IBM resource contains the most knowledge to assist the business partner?

- A. HelpDesk
- B. Briefing Center
- C. Compete Line
- D. FTSS

Answer: C

Question: 14

What is the primary difference between SnapLock Compliance and SnapLock Enterprise?

- A. SnapLock Compliance and SnapLock Enterprise are licensed differently but provide the same features.
- B. SnapLock Compliance is tiered for data sets below 50TB; SnapLock Enterprise is designed primarily for large enterprise environments with more than 50TB of protected data.
- C. SnapLock Enterprise is designed to help organizations address strict records-retention regulations, such as SEC Rule 17a-4, HIPAA, and Sarbanes-Oxley; SnapLock Compliance allows defining retention best practices while allowing administrators to delete entire SnapLock Compliance volumes when needed.
- D. SnapLock Compliance is designed to help organizations address strict records-retention regulations, such as SEC Rule 17a-4, HIPAA, and Sarbanes-Oxley; SnapLock Enterprise allows defining retention best practices while allowing administrators to delete entire SnapLock Enterprise volumes when needed.

Answer: D

Question: 15

A customer wants to create a low-cost mirror for their production environment. Which solution should you recommend?

- A. N3700 with Remote Mirror
- B. N7600 with SyncMirror
- C. N5600 with SnapMirror
- D. N5300 with Remote Mirror



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and many others.. See complete list [Here](#)

