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Power Systems with POWER7 Common Sales Skills – v1

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QUESTION: 1

Which of the following describes a benefit of TurboCore?

- A. Increases the system bandwidth
- B. Increases the speed of the core
- C. Increases L2 cache available per chip
- D. Increases the threads per core from 4 to 8

Answer: B

QUESTION: 2

A customer has a 2-core POWER5 server, thirty x86-based Linux servers, and 10TB of storage. They have budget approval for a complete infrastructure refresh, including a disaster recovery system. Which solution supports the customer needs at lowest cost?

- A. Blade servers with DS5000
- B. Power 770 servers with DS8000
- C. Power 730 servers with DS5000
- D. Power 755 servers with DS6000

Answer: C

QUESTION: 3

The IT manager has asked for assistance in building a proposal to consolidate their Sun servers running WebSphere to an existing Power 570. The CFO has received a proposal for an HP blade solution to replace the Sun servers. What is the correct approach?

- A. Request a meeting with the IT manager and CFO
- B. Provide IBM customer references and white papers.
- C. Propose a POWER7 solution with multiple partitions.
- D. Provide IBM Global Services and financing for the HP solution.

Answer: A

QUESTION: 4

The CIO has recommended that their system be upgraded to a more current Power Systems solution. The existing lease has 9 months before it ends. What is the least expensive financing solution for the client?

- A. Add the upgrade to the remaining lease term.
- B. Buy out the existing lease and finance the upgrade.
- C. Buy out the existing lease and finance a new system.
- D. Provide a 3 year base lease extension and finance the upgrade.

Answer: D

QUESTION: 5

A customer is running an Oracle database on a 16-core POWER5 570 and wants to migrate to a Power 750. Processing requirements have remained stable. How can the sales representative help to justify the purchase?

- A. Active Energy Manager found in the Power 750 firmware lowers energy cost.
- B. The Power 750 requires fewer cores to run the Oracle database, lowering software costs.
- C. The ability to concurrently replace cores and memory on the Power 750 reduces the cost of disrupted service.
- D. The Power 750 has better virtualization features than the POWER5 570, increasing the utilization of the system.

Answer: C

QUESTION: 6

A Power 770 configuration has 24 active cores with 8 on-demand. During a design review, the customer was uncertain if 24 cores would support daily performance requirements. How can the customer determine if they have sufficient cores without unnecessary purchases?

- A. Use Utility CoD to activate the on-demand cores.
- B. Use the Trial CUoD to activate the on-demand cores.
- C. Activate the TurboCore feature to maximize core performance.
- D. Use PowerVM's ability to automatically activate the on-demand cores as needed.

Answer: B

QUESTION: 7

A client needs a solution which provides a quick and easy way to deploy firmware patches, receive notifications of hardware component failures, disk and CPU thresholds, and operating system patch levels. Which offering will support the customer requirement?

- A. IBM PowerVM Enterprise Edition
- B. IBM Systems Director Express Edition
- C. IBM Tivoli Monitoring Express Edition
- D. IBM Performance Manager for Power Systems

Answer: B

QUESTION: 8

An IT manager would like an explanation of why he should consider purchasing the UPS that is included with other peripherals in a configuration for a Power 750. What function and benefit does the UPS in this configuration provide?

- A. A production server requires a UPS to provide uninterrupted electricity in the event of a long term power outage.
- B. A UPS can significantly reduce energy usage on POWER7 servers when managed by Systems Director and Active Energy Manager.
- C. Using a UPS specifically designed for Power Systems reduces energy consumption and significantly extends the life of the system.
- D. The UPS will help protect assets by detecting electrical utility anomalies and providing power for a limited period of time, when required.

Answer: D

QUESTION: 9

What is the most important factor when creating an executive summary?

- A. Avoid technical jargon
- B. Summarize the implementation plan
- C. Avoid restating the customer goals
- D. Include a copy of the detailed configuration



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