000-S01

IBM

DR550 Sales Mastery

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Question: 1
Which of the following reflects best practice regarding data retention strategies?

A - Data retention strategies should be driven strictly by regulatory requirements.
B - Technology availability and direction should determine data retention strategies.
C - Business policies, processes, and procedures must be determined before considering
    technology.
D - Data should be retained on disk rather than tape because tape media replacements are more
    Frequent than disk subsystem replacements.

Answer: C

Question: 2
The DR550 is positioned and sold to do which or the following?

A - Tape backup solutions
B - Primary storage solutions
C - Disaster recovery solutions
D - Policy-based data retention solutions

Answer: D

Question: 3
Which statement describes the competitive advantage of the DR550 over the EMC Centera when
considering TCO over a five-year period or longer?

A - Warranties are longer on the 0R550 than the Centera.
B - Hardware costs on the DR550 are less than half of the hardware costs on the Centera.
C - Software license costs on the DR550 are less than half of the Centera licensing costs.
D - Hardware maintenance costs on the DR550 are less than halt of the Centera maintenance
    costs.

Answer: C

Question: 4
The DR550 Solution Assurance Review (SAP) will help do which of the following?

A - Improve the functionality of the DR550.
B - Improve customer satisfaction and the sales process.
C - Ensure that the shipment will arrive in a timely manner at the provided address.
D - Verify the knowledge and solution design skills of technical specialists in ILM solutions.

Answer: B

Question: 5
The DR550 can provide a compliant repository for what types of data?

A - All kinds of data regardless of format.
B - Only structured data such as database records.
C - Unstructured data except video and audio files.
D - Only unstructured data such as emails and tiles.

Answer: A

Question: 6

Which of the following is a competitive advantage of a DR550 solution?

A - Tiered storage
B - Works with Lotus Notes
C - Five year parts and labor warranty
D - Works exclusively with Content Manager

Answer: A

Question: 7
Which of the following is the best source to find "how-to" technical planning and implementation information on the IBM DR550?

A - DR550 Sales Kit
B - DR550 User's Guide
C - Total Storage Solutions Handbook
D - DR550 Specifications Data Sheet

Answer: B

Question: 8
Which or the following concerns would most likely cause a customer to replace an installed 3995?

A - That replacement media are not available
B - The high cost or maintenance or the 3995
C - That service has been withdrawn for the 3995
D - That the 3995 will be withdrawn by IBM from marketing

Answer: B

Question: 9
The customer has 4.8 TB of data to be archived to disk and requires a highly available implementation. Which DR550 configuration would be most suitable?

A - 5.3 TB Express
B - 5.6 TB Dual Node
C - 11.2 TB Dual Node
D - 5.6 TB Single Node

Answer: C

Question: 10
Which of following software provides archiving for Oracle databases?

A - IXOS / Opentext
B - IBM Content Manager
C - Symantec Enterprise Vault
D - Princeton Softech Active Archive

Answer: D

Question: 11
Which of the following statements is accurate regarding IBM Content Manager?

A - IBM Content Manager does not support Centera.

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