

000-SS2

IBM

IBM Systems Software Technical Sales Mastery V1

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QUESTION: 1

A customer is considering a Websphere Message Broker installation in a virtualized environment. The project will be phased in, and the virtual machines will only consume a fraction of the physical hardware. What does the customer need in place to ensure they are able to license software for the size of the virtual machines and not the entire server capacity?

- A. Passport Advantage Contract
- B. WebSphere Cloudburst Appliance
- C. IBM Subcapacity Agreement
- D. Tivoli Monitoring

Answer: C

QUESTION: 2

A BladeCenter customer is interested in HP Virtual Connect. Which of the following IBM products should be presented?

- A. BOFM
- B. VMotion
- C. PowerVM
- D. AMM

Answer: A

QUESTION: 3

What are the three solution areas that define the IBM Systems Software portfolio today?

- A. Flexible Delivery Choices, Virtualization, Cloud
- B. System Analytics, Workload Optimization, Systems for a Smarter Planet
- C. Virtualization, Management, Availability
- D. Virtualization, Provisioning, Control

Answer: C

QUESTION: 4

Today's environments are becoming more and more complex and many customers. Which of those customer engagement methods are helping to explore customer needs and develop solutions?

- A. Cloud Exploration Workshop
- B. Alinean
- C. COBRA
- D. Technical Health Assessments

Answer: A

QUESTION: 5

A customer has a need for a 6.6 PB capacity with a 40% annual growth rate. Scalability is a major concern. Which product meets these needs?

- A. XIV
- B. SVC
- C. SONAS
- D. N series

Answer: C

QUESTION: 6

A client is concerned about multiple users on the same file. Which of the following describes the GPFS and SONAS file access?

- A. Concurrent access for multiple reads to a file
- B. Concurrent access for multiple writes to a file
- C. Concurrent access for read and write to the same file
- D. Concurrent access for read and write to a file from the same server

Answer: C

QUESTION: 7

A POWER server client is considering a Websphere Application Server (WAS). The customer is interested in sub capacity software pricing. Which of the following is required for sub capacity pricing in this environment?



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