000-959

IBM

Enterprise Storage Sales V3 Exam

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QUESTION: 1

Which product is the Real-time Compression Appliance technology designed to work with?

A. 3PAR
B. Isilon
C. NetApp
D. Compellent

Answer: C

QUESTION: 2

Which Technical and Delivery Assessment is conducted after solution design and before proposal to the customer?

A. Pre-sale
B. Post-sale
C. Pre-install
D. Post-install

Answer: A

QUESTION: 3

A customer wants to design a new storage infrastructure that will have a common pool of storage. There is a mix of POWER and x86 servers, and the high performance servers will use Fibre Channel adapters. Both high availability and disaster recovery over a long distance are necessary. Which piece of information is most important in order to connect a SAN to the network?

A. Which protocols must be supported
B. Number of hops between different servers
C. Number of Fibre Channel and network attached devices
D. Speed of the Fibre Channel and network attached devices

Answer: A

QUESTION: 4

A customer is looking to start with a 100 TB storage solution. Over the next three years, they expect to double their storage capacity and performance requirements. Which IBM

storage solution will scale both performance and capacity proportionately for this customer?

A. N6420
B. DS8800
C. XIVGen3
D. SAN Volume Controller with D55100

Answer: C

QUESTION: 5
A customer is very interested in taking advantage of cloud storage. In which order should the customer implement these three key steps before deploying private cloud storage?
1. Automate storage management, including key operational processes such as backup, recovery, metering, and billing
2. Establish an efficient storage environment by leveraging virtualization, deduplication, compression, and tiering
3. Optimize the storage environment by adding self service and pay-per-use capability

A. 1, 2, 3
B. 1, 3, 2
C. 3, 2, 1
D. 2, 1, 3

Answer: D

QUESTION: 6
A sales specialist closes a customer meeting with an opportunity to offer a DSS800 for a critical SAP database application workload which runs on AIX and an EMC DMX system. The customer is concerned with performance and asks for a performance analysis before the DS8800 proposal. Which IBM tool should be used for planning the configuration?

A. RMF Magic
B. SAP Magic
C. DiskMagic
D. Capacity Magic

Answer: C

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