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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 of 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 DR550 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 half of the Centera maintenance costs.

Answer: C

Question: 4

The DR550 Solution Assurance Review (SAR) 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 files.

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 of 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 of 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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and many others.. See complete list Here

