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**QUESTION 1**

According to IDC, which vendor is the market leader in Windows external disk?

- A. HP
- B. IBM
- C. HDS
- D. EMC

Correct Answer: D

QUESTION 2

You are preparing the IBM System Storage DS6800 proposal for replacing a customer's EMC Symmetrix whose warranty has expired. What should be the key elements that describe the Total Cost of Ownership advantage of a new IBM System Storage DS6800 compared to keeping the Symmetrix?

- A. Less weight and smaller footprint
- B. Flexible warranty and lower power consumption
- C. Three year warranty and no software maintenance
- D. FlashCopy included versus extra cost for TimeFinder

Correct Answer: B

QUESTION 3

The customer's CIO mentions in a discussion with the IBM salesperson the complexity of their current SAN environment and how difficult it is to manage. What should be the salesperson's next step?

- A. Give the CIO a technical presentation.
- B. Suggest the CIO hire more people for managing the SAN.
- C. Offer an IBM System Storage SAN Volume Controller (SVC).
- D. Invite the CIO to a Total Storage Productivity Center (TPC) demonstration.

Correct Answer: D

QUESTION 4

Which of the following IBM storage software products include a disaster preparation planning and recovery option?



- A. IBM Tivoli Storage Manager
- B. IBM Tivoli Storage Manager Extended Edition
- C. IBM TotalStorage Productivity Center for Data
- D. IBM TotalStorage Productivity Center Standard Edition

Correct Answer: B

QUESTION 5

A business partner sales person is proposing an IBM DS5000 storage solution to an installed EMC customer. What is the IBM resource with the most knowledge that can assist the business partner against EMC?

- A. FTSS
- B. Client Rep
- C. IBM Briefing Center
- D. Techline or CompeteLine

Correct Answer: D

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