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QUESTION 1

Why would it be a business benefit to utilize TSM with a VTS product? Select 3 benefits from the items below;

I - Regulatory compliance archival II - IP replication III - Tape caching IV - multiple LAN free backups V - Provide a charge back mechanism

A. I, II and V

B. I, II and IV

C. I, III and IV

D. II, III and IV

Correct Answer: D

QUESTION 2

Which of the following products helps a customer to identify a performance bottleneck?

A. IBM Disk Magic

B. IBM System Storage SAN Volume Controller

C. IBM TotalStorage Productivity Center for Disk

D. IBM TotalStorage Productivity Center for Data

Correct Answer: C

QUESTION 3

Which IBM resource should be used to validate the results from a Disk Magic study PRIOR to presenting the final storage solution and pricing to a client?

A. IBM Client Representative

B. IBM Storage Sales Specialist

C. IBM CompeteLine Representative

D. IBM Field Technical Storage Specialist (Pre-Sales)

Correct Answer: D

QUESTION 4

During a presentation on the DS5100, a member of the customer\\'s IT staff asks if the storage system cache is

mirrored. Which competitor is most likely to have highlighted mirrored cache as a feature of their storage system?

A. EMC

B. HDS

C. Sun

D. 3Par

Correct Answer: A

QUESTION 5

The IBM System Storage NSeries is less susceptible to software hacking than other Windows- based offerings for which of the following reasons?

A. It supports WAFL

B. It runs Data ONTAP

C. It runs SecureShare

D. It supports Kerberos and CHAP

Correct Answer: B

QUESTION 6

A System p customer with more than 280 TB of data has a tape library. The time to do a restore has become unacceptable. What is the appropriate product a storage specialist should recommend in order to minimize the restore time?

A. Add a TS3200 Tape Library

B. Add a TS7700 Virtualization Engine

C. Add a TS7520 Virtualization Engine

D. Add TotalStorage Productivity Center for Tape

Correct Answer: C

QUESTION 7

A customer is deciding to extend his storage capacity for archival reasons (150 TB). Access time is not an issue, but the air conditioning in the IT room is utilized to its maximum. The customer currently has an IBM System Storage TS3500

with 5 tape drives and an IBM System Storage DS4700 with 2 expansion drawers in place. What should a sales person recommend and why?

A. Tape drives, because of scalability.

B. Expansion drawers, because of scalability.

C. Expansion drawers, because of lower power and cooling needs.

D. Tape drives, because of lower overall power and cooling needs.

Correct Answer: D

QUESTION 8

You are preparing the IBM System Storage DS6800 proposal for replacing a customer\\'s EMC Symmetrix who\\'s 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 9

What tool can be used to help justify the cost of an IBM System Storage solution to a customer?

A. Disk Magic

B. Total Cost of Ownership Now (TCO)

C. Randy\\'s Amazing Financial Spreadsheet (RAFS)

D. TotalStorage Productivity Center (TPC) for disk

Correct Answer: B

QUESTION 10

The concept of virtual tape can be described as the ability to;

A. convert LTO to DLT media

B. move tape data over Ethernet connections

C. use host software to create logical tape volumes on physical tape media

D. write logical tape volumes to disk and then transfer the volumes to tape

Correct Answer: D

QUESTION 11

A customer currently has a Microsoft Windows and Linux environment.

They want to share files across the Windows and Linux operating systems. Which of the following offerings meets the customer\\'s requirements?

A. IBM System Storage N3600

B. IBM System Storage DS6800

C. IBM System Storage DS4700

D. IBM System Storage DS8300

Correct Answer: A

QUESTION 12

An IBM System z server customer with two locations 400 kilometers apart, is constantly struggling to balance workload across the two locations. Which of the following IBM System Storage DS8000 capabilities most cost effectively meets the customer\\'s need without impacting performance?

A. FlashCopy

B. Metro Mirror

C. Global Mirror

D. Parallel Access Volumes

Correct Answer: C

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