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Exam : **000-S01**

Title : DR550 Sales Mastery

Version : DEMO

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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

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

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

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

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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

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

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. TotalStorage Solutions Handbook

D. DR550 Specifications Data Sheet
Answer: B

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 of 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

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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

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

11. Which of the following statements is accurate regarding IBM Content Manager?

A. IBM Content Manager does not support Centera.

B. The primary competitor to IBM Content Manager is Symantec Enterprise Vault.

C. The primary focus of IBM Content Manager is to manage email and instant messages for Lotus Notes.

D. IBM Content Manager is a suite of software products which manages many types of content across all IBM server platforms.
Answer: D

12. Which of the following is a compliance-related advantage of the DR550 over the competition?

A. Disk can be used as archived media.

B. Disk can be reused as archived media.

C. WORM tape can be used as archived media.

D. Read/write tape can be used as archived media.
Answer: C

13. What is JIC (Just In Case) data?

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A. Data that must be kept in secure vaults for disaster recovery

B. Data that an organization no longer needs for its operational systems

C. Data that an organization needs all the time for its operational systems

D. Duplicate data kept in backup media to be used in case of natural disaster
Answer: B

14. What is the IBM 3995 Optical Library Dataserver?

A. It is an optical library system used for write-once data.

B. It is an optical library system supported only in the pSeries.

C. It is a high capacity optical library often used for write-once data.

D. It is a high capacity optical library that can contain up to 3.4 TB of data.
Answer:A

15. When comparing the Total Cost of Ownership of the DR550 with that of EMC's Centera, which of the following best describes the DR550 advantage?

A. DR550 and Centera have similar long term costs, but the DR550 has a clear purchase price advantage.

B. Using the modular packaging and pSeries power architecture drives the key TCO advantages of the DR550.

C. When comparing disk only configurations, Centera has lower TCO. However, when tape is added, DR550 has a significantly lower TCO.

D. Reoccurring software licensing and maintenance charges represent the most significant difference between DR550 and Centera in long term TCO analysis.
Answer: D

16. What are the minimum requirements to be a DR550 reseller?

A. Any IBM storage reseller can sell a DR550.

B. Only ILM Centers of Competence are authorized to sell DR550.

C. Any reseller who is authorized to sell TotalStorage, pSeries and Tivoli.

D. Any reseller who has passed DR550 Sales Certification and Technical Certification.
Answer: C

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17. Which IBM Content Manager component can be included in a solution with the DR550?

A. StorageView

B. Records Manager

C. CommonStore for Oracle

D. CommonStore for PeopleSoft
Answer: B

18. When does data typically become Just in Case (JIC) data?

A. During the first week

B. Within the first 24 hours

C. Between two and eight years

D. Between two and eighteen months
Answer: D

19. Which THREE of the following are DR550 competitive advantages over EMC's Centera?

A. ISV support

B. Five-year warranty

C. Archive performance

D. Storage scalability

E. Total Cost of Ownership

F. Content Addressable Storage
Answer: CDE

20. The most current list of ISVs who provide support for the DR550 should be located:

A. In the DR550 Redbook.

B. In the DR550 Sales Kit.

C. By contacting IBM BPSO.

D. By contacting IBM eSupport.
Answer: B

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