



C4040-250^{Q&As}

Power Systems with POWER8 Sales Skills V1

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QUESTION 1

What is the PVU value for an IBM two socket Scale-out system?

- A. 120 PVUs per system
- B. 70 PVUs per core
- C. 100 PVUs per socket
- D. 50 PVUs per processor

Correct Answer: B

Explanation: You need 70 PVUs per core for a two socket scale-out system. Reference: [https://www-950.ibm.com/events/www/grp/grp019.nsf/vLookupPDFs/Vortrag %20%20L%C3%B6sung%20f%C3%BCr%20Linux%20on%20Power% 202/\\$file/Vortrag %20%20L%C3%B6sung%20f%C3%BCr%20Linux %20on%20Power%202.pdf](https://www-950.ibm.com/events/www/grp/grp019.nsf/vLookupPDFs/Vortrag%20%20L%C3%B6sung%20f%C3%BCr%20Linux%20on%20Power%202/$file/Vortrag%20%20L%C3%B6sung%20f%C3%BCr%20Linux%20on%20Power%202.pdf) (page 7)

QUESTION 2

You are proposing a PowerHA solution to your customer who wants installation assistance. What resource can be proposed to perform the installation?

- A. IBM Development team
- B. Advanced Technical Support
- C. Lab Services
- D. Local Field Technical Sales Support

Correct Answer: C

Reference: <http://www.redbooks.ibm.com/redbooks/pdfs/sg248167.pdf>

QUESTION 3

A customer is evaluating POWER8 and competitive servers to run multiple workloads in a dynamic environment. What should be emphasized in the Executive Summary of a proposal?

- A. Energy consumption report details
- B. Faster processors reduce software licensing expenses
- C. Ability to run AIX, LINUX, and IBM i applications concurrently.
- D. Acquisition cost details

Correct Answer: A



If the customer is looking for multiple workloads being run in a dynamic environment, you can emphasize the ability of Power8 to run AIX, Linux and IBM I application concurrently.

QUESTION 4

A customer is implementing a new mission critical SAP landscape and requires a Power system with the highest level of RAS support.

Which of the following will satisfy the requirement?

- A. Any POWER8 system
- B. E870 or E880
- C. E880 only
- D. S824, E870, or E880

Correct Answer: A

Explanation: Power8 system provides highest level of RAS support. Therefore, a Power system will be able to manage mission critical SAP landscape.

QUESTION 5

An existing IBM customer explains they cannot consider POWER8 because they have a small application that requires AIX 5.2. Which of the following capabilities will allow that application to run on a POWER8 server?

- A. Little Endian support will allow AIX 5.2 to run on any POWER8 server.
- B. Versioned Workload Partitions (WPARs) for AIX 7.1 EE can allow workloads dependent on AIX 5.2 to run on POWER8.
- C. Logical Partitions (LPARs) enable different versions of AIX to run simultaneously on one POWER8 system.
- D. AIX binary compatibility allows applications created on earlier releases of AIX to run unchanged and without recompilation on POWER8.

Correct Answer: A

Support for little endian mode in the POWER8 processor enables a new generation of applications. While I plan to devote future blog entries to this topic, let me take a moment to address some basic facts about the technology. First, the traditional POWER operating systems (AIX, and IBM i) are big endian and will continue to run as such on POWER8 and future systems. Second, Linux operating systems over time will be migrating from being big endian to little endian in an organized way that by no means compromises the support cycles for their existing releases. Third, as little endian operating systems come to market, a new little endian application ecosystem will grow. Given that most applications today support one or more little endian operating systems (Windows or x86 Linux) and at least one big endian operating system (Linux on Power, AIX, or z/OS), this ecosystem should grow quickly. Finally, little endian mode on POWER8 is not a magic bullet: compiled x86 Linux applications will still require a recompile at a minimum because the x86 and Power instruction set architectures are still different. With this new support, Power will simplify on step in the porting process for new applications, but to develop the whole ecosystem will take time.

Reference: <https://www.ibm.com/developerworks/community/blogs/fe313521-2e95-46f2-817d->



44a4f27eba32/entry/power8_propels_power_systems_into_the_future?lang=en

QUESTION 6

Customers benefit from the OpenPOWER Foundation because:

- A. OpenPOWER Foundation-developed solutions run on all POWER6, POWER7, and POWER8.
- B. OpenPOWER-developed solutions by the Foundation are provided at no charge
- C. OpenPOWER Foundation-development teams creating new solutions for Power architecture
- D. OpenPOWER Foundation-developed solutions are all developed to utilize CAPI for optimal performance.

Correct Answer: C

Explanation: IBM's POWER architecture is the cornerstone of innovation for the OpenPOWER Foundation, creating a computing platform available to all Reference: <http://openpowerfoundation.org/press-releases/openpower-foundation-technology-leaders-unveil-hardware-solutions-to-deliver-new-server-alternatives/>

QUESTION 7

A customer states that up time is very critical in their environment. What should the IBM reseller tell the customer?

- A. IBM's high availability solution has instant failover resulting in zero down time.
- B. IBM's POWER8 Enterprise systems offer a fault tolerant solution.
- C. Power Systems are the most reliable non-mainframe systems.
- D. IBM POWER8 technology offers concurrent maintenance on all components.

Correct Answer: B

Explanation: The reliability of the IBM Power Systems™ starts with components, devices, and subsystems that are designed to be fault-tolerant. IBM Power Systems uses lower voltage technology in the processor Single Chip Modules (SCMs) that improves reliability stacked latches to reduce soft error (SER) susceptibility. During the design and development process, subsystems go through rigorous verification and integration testing processes. During system manufacturing, systems go through a thorough testing process to help ensure high product quality levels.

The processor and memory subsystem contain a number of features designed to avoid or correct environmentally induced, single-bit, intermittent failures as well as handle solid faults in components, including selective redundancy to tolerate certain faults without requiring an outage or parts replacement.

QUESTION 8

A client is looking for a high availability solution for their existing Power environment. They have two locations, each with an E870 and DS8800. What solution provides the best TCO?

- A. IBM PowerHA



- B. Vision Solutions MIMIX
- C. IBM PowerVP
- D. IBM Tivoli Manager for HA

Correct Answer: A

Reference: [http://www.rocketsoftware.com/sites/default/files/resource_files/IBM%20Systems %20iCluster %20Solution%20Brief.pdf?flag=metaandproduct=rocket-icluster-business-continuity- softwareandfamily=rocket-iclusterandsolution=archiveand-backup- managementandresourcetype=datasheetandresourcebn=rocket-software-and-ibm-i-solution-editions- protect- data-and-complement-powerhaandresourcefbn=IBM%20Systems%20iCluster%20Solution %20Brief.pdf](http://www.rocketsoftware.com/sites/default/files/resource_files/IBM%20Systems%20iCluster%20Solution%20Brief.pdf?flag=metaandproduct=rocket-icluster-business-continuity- softwareandfamily=rocket-iclusterandsolution=archiveand-backup- managementandresourcetype=datasheetandresourcebn=rocket-software-and-ibm-i-solution-editions- protect- data-and-complement-powerhaandresourcefbn=IBM%20Systems%20iCluster%20Solution%20Brief.pdf) (see highlights, second last bullet)

QUESTION 9

A customer is considering the E880 server with PowerVC to simplify virtualization management.

Which software product includes PowerVC?

- A. AIX 7 Standard Edition
- B. AIX 7 Enterprise Edition
- C. AIX 6 Express Edition
- D. PowerVM Enterprise Edition

Correct Answer: B

Explanation: AIX Enterprise Edition will now include the PowerVC offering. PowerVC improves enterprise virtualization management, reduces capital expense and power consumption, and increases agility and execution to respond to changing business requirements.

Reference: <http://www-01.ibm.com/common/ssi/cgi-bin/ssialias? infotype=OCandsubtype=NAandhtmlfid=897/ENUS5765-G99andapname=System%20Storage>

QUESTION 10

An IT manager has several POWER5 servers and wants to consolidate them into a new POWER8 server. The CFO (Chief Financial Officer) is asking for a financial justification for the project. Which resource can be used to provide a rapid high-level financial data overview?

- A. IBM Global Financing
- B. Scorpion study
- C. Alineantool
- D. Eagle study

Correct Answer: C



One of the biggest challenges customers face these days when searching for the right IT solution is accurately predicting the costs/benefits to their business. With the IT landscape constantly shifting due to the explosion of data from fields like mobile and social networking, the amount of data businesses must process has grown exponentially. Finding the right approach has never been more critical.

The Alinean tool, developed by IBM, is designed to help customers get an accurate picture of what their business would look like with an IT solution from IBM PureSystems. The customer can fill in as much or as little information as they like and the tool will use industry standards, averages, and assumptions to create an analysis of what their organization would save by shifting to PureSystems.

The customer has complete control at all times over the level of detail they submit a report can be generated by answering as little as three basic questions such as company name, location and industry. If they want a more detailed report however, they can choose to enter information such as data servers, types of application software, and their storage requirements. With this additional information the tool can generate a richly detailed view of the specific savings an IBM PureSystems solution would provide.

Reference: <http://expertintegratedsystemsblog.com/2012/07/alinean-tool-get-an-accurate-picture-of-the-benefits-of-expert-integrated-systems/#sthash.9yaC7E pj.dpuf>

QUESTION 11

A customer with AIX and IBM i based applications is considering a move to open source Linux applications on x86 systems. Which benefit should be highlighted for the customer to stay with the Power platform?

- A. The Power Linux system is more powerful and will cost less than the x86 systems, thereby saving costs.
- B. The Power system they are running on can support the existing applications and the new Linux applications at the same time.
- C. The Power system uses Lx86 allowing Linux to run unchanged on Power.
- D. The customer can recompile the AIX and IBM i applications and continue with Linux on their existing Power System.

Correct Answer: C

Explanation: PowerVM Lx86 (Linux only) brings new benefits to customers and application providers who want the reliability and flexibility of Power Systems in their Linux environment, yet use applications that have not yet been ported to the platform. IBM PowerVM Lx86 allows most Linux x86 binaries to run unchanged on POWER systems using translation software that translates x86.

QUESTION 12

An application has a high availability requirement and is implemented with two local partitioned POWER8 servers and one remote partitioned POWER8 server. One local server runs production and replicates data to the backup local server. The backup local server replicates data to backup remote server. What is the minimum number of HMCs required to support the sites?

- A. 4
- B. 2
- C. 3



D. 1

Correct Answer: C

You need 3 HMCs for backup local server to replicate data to backup remote server. Reference: <http://www.redbooks.ibm.com/redpapers/pdfs/redp5102.pdf>

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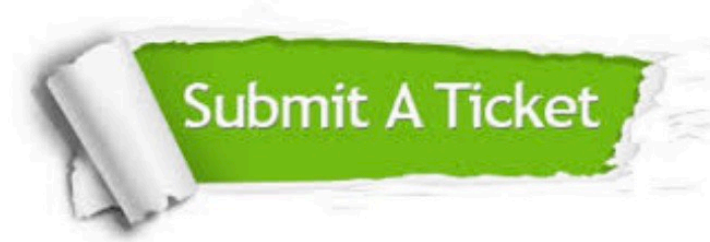
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