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QUESTION 1

A mainframe customer who utilizes 3490 tape is interested in reducing their need for tape and would like to compare offerings from IBM and Oracle. Which competitive product from Oracle should the specialist gather information on?

A. VSM

B. VSP

C. VPLEX

D. Bus-Tech

Correct Answer: A

QUESTION 2

A Request for Proposal asks for a high-end disk system with support for IOS and AIX and includes two features for data at rest security and automatic data placement. In addition to Easy Tier1 which DS8800 version 6.3 functionality supports these requirements?

A. TKLM

B. TDME

C. NL-SAS

D. SSD FDE

Correct Answer: D

QUESTION 3

How does Tivoli Productivity Center make management of replication easier?

A. Designed to make it easy to keep data on multiple related volumes consistent across storage subsystems

B. Designed to make it easy to control network bandwidth across providers such as TCP/IP and Fibre Channel

C. Designed to make it easy to enable cross system replication such as EMC SRDF to IBM Global Mirror

D. Designed to make it easy to transfer data between fixed block and Extended Count Key Data systems

Correct Answer: A

Reference: http://www-03.ibm.com/systems/be/storage/software/center/features.html

QUESTION 4

A customer has a large volume of data that needs to be stored within their data center.The customer has indicated that their data growth will be in the 25% per year range, if not higher. Which question must be asked to determine the proper IBM storage solution?

A. What speed is your current SAN?

B. What speed is your current LAN?

C. How much power do you have available?

D. How many terabytes do you have today?

Correct Answer: D

QUESTION 5

A customer uses Tivoli Storage Manager (TSM) with a large DS5000 disk pool and a TS3500 Library with a few LTO-4 drives for their backup.All tape drives and disk pools are fully utilized.The backups of their big SAN-based database servers are critical and exceed the customer\'s backup window. What should the sales specialist recommend to speed up database backup for the most significant impact?

A. Move the databases to a faster FC storage (e.g.Storwize V7000)

B. Replace the disk pool with a Storwize V7000 for higher performance

C. Add additional LTO-6 drives to the TS3500 and offer LAN free clients for TSM

D. Enlarge the current disk pool with EXP5000 and offer LAN free clients for TSM

Correct Answer: C

QUESTION 6

Which Technical and Delivery Assessment is conducted in cases where a new design or new product is going to be installed at the customer site?

A. Pre-sale

B. Post-sale

C. Pre-install

D. Post-install

Correct Answer: C

Reference: http://joehertvik.com/?p=2552

QUESTION 7

A customer needs a new multiple-terabyte environment to accommodate a large DB2 database. Which requirements

are most critical to obtain to create an appropriate solution?

A. number of IOPS and number of disk drives

B. number of IOPS and amount of physical capacity

C. number of network adapters and number of disk drives

D. number of disk drives and amount of physical capacity

Correct Answer: B

QUESTION 8

A sales specialist wants to recommend an XIV storage system with the lowest acquisition cost and therefore is recommending a one-year warranty. What should the sales specialist know about XIV warranty offerings?

A. Three years 7x24 is the standard.

B. Three years 9x5 is the standard, with an option to provide 7x24.

C. One year 9x5 is the standard, with an option to provide three years 7x24.

D. By choosing the correct machine type, only one year 7x24 will be included.

Correct Answer: D

QUESTION 9

A financial customer running on z/OS has been talking with EMC and now wants to completely eliminate tap* from their environment. Which IBM product would allow the customer to do that?

A. TS7720

B. TS7740

C. TS3500

D. TS7650

Correct Answer: A

QUESTION 10

A customer is looking to provide an enterprise storage subsystem for their web and SQL server environment.If fastest response time is a requirement, which IBM storage product should be recommended to this customer?

A. N7900

B. DS8800

C. XIV Gen3

D. SAN Volume Controller

Correct Answer: B

QUESTION 11

Storage							
Product	Machine Type	Model	Feature Code	Pre-sale Trigger Criteria	Pre-install Designated product	OM Product Family Code	SA Guide #
System Storage DS8000							
DS8000 (DS8100 & DS8300)	2107,24 2X	921, 922, 9A2, 931, 932, 9B2		FICL	FICL	DS800 0	SA682
DS8000 (DS8700)	242X	941, 94E		FICL	FICL	DS800 0	SA881
DS8000 (DS8800)	242X	951, 95E		FICL	FICL	DS800 0	SA948
All DS8000 solutions adding FlashCopy or FlashCopy SE			0720, 0723, 0730, 0733	FICL	FICL		SA682 – DS8100/8300 SA881 – DS8700 SA948 DS880

In the exhibit the blue bold FICL text on the last row refers to what?

A. Pre-sale and pre-installation TDAs are required for all DS8000 sales that are first in customer location.

B. Pre-sale and pre-installation TDAs are required for all DS8000 sales containing listed feature codes sold through Business Partners.

Correct Answer: B

QUESTION 12

A customer currently has a DS8870 that has no SSDs installed and is using Easy Tier.They are complaining that important applications are running slowly and impacting the business but they cannot add storage at this time. What should the sales specialist suggest?

A. Employ encryption to boost write performance

B. Activate compression features to increase capacity

C. Implement I/O Priority Manager to limit less important workloads

D. Switch off Easy Tier and add SSDs then move all critical applications to the Solid State Disk

Correct Answer: C

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