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Exam : **000-961**

Title : Storage Sales for High-End Disk Version 1

Version : Demo

1.A customer is about to write a request for proposal to replace their existing disk system. Prior to releasing the document, they ask for a presentation of IBM products that are a logical extension to their current environment. They also ask for factual comparisons to other vendors in the marketplace. Where can the most current information on the competition be found?
A.contact IBM Competeline
B.from the Competitive (COMP) website
C.contact an SE who has recently been in a similar situation
D.from the competitive information section of the System Sales website
Answer:A
2.What is the maximum size of cache memory in the IBM System Storage DS8300?
A.64 GB
B.128 GB
C.256 GB
D.512 GB
Answer:C
3.A customer requests a new storage pool for their TSM environment. They are also interested in consolidating the transaction data used by the System i servers. Which solution should be offered?
A.DS6800 with FC drives
B.DS4800 with SATA drives
C.DS6800 with FATA drives
D.DS6800 with intermix of FC and FATA drives
Answer:D
4.A customer is running an IBM System Storage DS8300 and uses TPC for Disk as their preferred management tool to collect performance metrics. They were told that TPC now supports an embedded cimon agent running on the DS8000 HMC. Which resource is recommended to help this customer with the installation steps?
A.the IBM help line
B.an IBM SE for disk systems
C.a Tivoli sales representative
D.1-800-IBM-SERV under customer's support contract
Answer:D
5.Which HP storage solution is most closely matched in capacity by the IBM System Storage DS6800?
A.StorageWorks EVA 8000
B.StorageWorks EVA 6000
C.StorageWorks EVA 4000
D.StorageWorks Disk Array XP10000
Answer:B
6.A customer has asked for an IBM System Storage DS8100 that will provide not only 99.999% uptime but also no downtime for disk upgrades. What should the solutions architect add to the configuration to make sure there will be no downtime for disk upgrades?
A.include a four year 24x7 warranty upgrade
B.order the Performance Accelerator package
C.a request that all disks in the subsystem use RAID 5
D.an IBM System Storage DS8000 Enclosure Unit

Answer:D

7.An IBM System z server customer with two locations 400 kilometers apart is constantly struggling to balance workload across the two locations. The IT staff wants one data center as a recovery location in the event of an outage. Which IBM System Storage DS8000 capability most cost effectively meets the customer's need without impacting performance?

A.Global Mirror (XRC)

B.Metro, Global Mirror

C.Parallel Access Volumes (PAV)

D.Metro Mirror (synchronous PPRC)

Answer:A

8.A company has an existing EMC Symmetrix DMX1000 that is running out of disk space. The requirement is to provide an additional IBM storage solution for 70 TB of future growth. Which solution enables the migration of data with minimal downtime at the lowest cost?

A.SAN Volume Controller with DS8100

B.SAN Volume Controller with DS6800

C.Tivoli Storage Manager (TSM) with DS8100

D.TotalStorage Productivity Center with DS6800

Answer:A

9.A customer is willing to use an IBM System Storage DS6800 as a disk replacement only if it reaches the required performance of their Oracle database infrastructure. Within IBM, which resource should the Business Partner sales representative contact?

A.Techline for benchmark support

B.Channel Manager for Disk Systems

C.PartnerLine for pre-sales support

D.competitive specialist for Oracle

Answer:C

10.A customer has received bids from three companies for a new disk system. They plan to develop a cost basis for all three solutions, which includes purchase price for the hardware and software as well as ongoing charges for the product's four year life-cycle. What is the best way of staying involved with this customer to help with their analysis?

A.offer to help them develop a spreadsheet in Excel

B.help them select an outside consultant to prepare this analysis

C.provide a Total Cost of Ownership analysis for them with IBM tools

D.access consultant reports from IBM PartnerWorld and provide them with cost analysis information from these sources

Answer:C

11.A customer wishes to install and migrate System z data to the new IBM Storage Solution with minimal disruption to existing applications. Which IBM tool provides minimal disruption?

A.DS8000 FlashCopy

B.SAN Volume Controller (SVC)

C.TotalStorage Productivity Center (TPC)

D.Softek Transparent Data Migration Facility (TDMF)

Answer:D

12.A new IBM System Storage DS8300 customer is very happy with the installed solution. The staff is

mostly self-sufficient. There are times, however, when prompt answers to questions on how to perform certain system tasks is a requirement. Which IBM offering satisfies this requirement?
A.Implementation Service
B.IBM Supportline Service
C.IBM Storage Management Service
D.IBM System Storage DS8300 Call Home Service
Answer:A
13.A customer with HP EVA 8000 storage connected to open systems requires additional storage for application recovery using instant volume copy. Which cost effective IBM solution protects the customer's investment in the HP storage?
A.SVC and DS8100
B.DS8100 with Metro Mirror
C.DS8300 with FlashCopy and SVC
D.SVC with FlashCopy and DS8100
Answer:D
14.A customer using an Oracle Database for web sales management is dissatisfied with the application being unavailable to the user during database backup. Which IBM product can be included with DS8000 to solve the customer's problem?
A.SnapManager for Oracle
B.FlashCopy for Consistency Groups
C.Tivoli Storage Manager for Databases
D.TotalStorage Productivity Center for Data
Answer:C
15.A customer is interested in the IBM System Storage DS8300 for current and future storage requirements. The customer indicates that some of their servers are running versions of Red Hat Linux that are not on the DS8000 Interoperability Matrix. Which IBM process offers support for this unpublished configuration?
A.RPQ
B.Special Bid
C.Proof of Concept
D.Non-Disclosure Agreement
Answer:A
16.A customer is replacing two ESS Model 800s with a DS8100. Those involved have asked for guidance in determining the initial capacity required on the DS8100 and anticipated growth over a five year life-cycle. In order to provide this guidance, what information does the Storage Systems Engineer need?
A.the capacity of each ESS-800 at installation time and the current headcount of the IT department
B.the capacity of each ESS-800 at installation time and all annual reports showing company revenue growth since
C.the capacity of each ESS-800 at installation time and the CFO's projection of company revenue growth for next five years
D.the capacity of each ESS-800 at installation time and each capacity addition, including the date of installation, and average growth per year
Answer:D
17.An IBM storage sales representative has just won a bid to place the first IBM disk system into a

competitive account. The bid contains no service level agreement specifications about how IBM will service the new equipment. How should the sales representative set the customer's expectations for response time when equipment repairs may be necessary?

A.The sales representative should review the standard warranty coverage with the customer.

B.The sales representative should provide the customer with the Multiple System Supplier Bulletin from IBM.

C.The sales representative should have the SE provide a document describing how IBM will service this account

D.The sales representative should have the local field engineering manager call on this customer to explain IBM's service procedures.

Answer:A

18.Which IBM product competes directly with the SUN 9990 system?

A.IBM System Storage DS8300

B.IBM System Storage DS6800

C.IBM System Storage N series N7800

D.IBM System Storage N series N5700

Answer:C

19.After choosing IBM as a storage vendor, an end-user customer would like to do a proof-of-concept on an IBM System Storage DS8100 before buying the solution. What would be the contract to do this?

A.a letter of intent from the end-user customer

B.a customer purchase order with a return clause

C.a signed Business Partner evaluation agreement

D.a signed Business Partner trial agreement from IBM

Answer:D

20.A System z customer with a small amount of capacity is deciding between the DS6800 and an EMC DMX800. Which claim will the EMC sales representative most likely make about the DS6800?

A.The DS6800 product is not being enhanced.

B.The DS6800 cannot run ESCON/FICON channels.

C.The DMX800 has more scalability than the DS6800.

D.The DMX800 has more stabilized microcode than the DS6800.

Answer:A

21.A customer is running an ESS 800 in the primary site and is now thinking about a disaster recovery solution for a second data center. DS8100 might be a good choice. What additional information is needed in order to design a good solution?

A.type of SAN infrastructure

B.distance between the two sites

C.type of servers attached to the ESS

D.total capacity amount of the primary site

Answer:B