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QUESTION & ANSWER

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Exam : 000-S01

Title : DR550 Sales Mastery

Version : DEMO

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

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

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?

- 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

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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