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QUESTION & ANSWER

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Exam : C4060-082

Title : System x Sales Expert V4

Version : Demo

1.A customer is planning to configure call home for their small group of managed systems. They have five windows systems and five ESXi systems on System x3650 M4.

Which of the following is the best IBM tool to configure call home in this environment?

- A. IMM V2
- B. Systems Director 6.3.1 or later
- C. Dynamic System Analysis
- D. Service and Support Manager

Answer: A

2.A midsize customer is looking to simplify their x86 and UNIX environment and move in to a private cloud. They currently have two POWER7 720's running various business applications and four x3550 servers hosting exchange and web front ends for the applications on the POWER systems.

Which IBM software is selected by default when choosing a PureFlex System Standard to enable cloud services?

- A. ISDM
- B. Smart Cloud Entry
- C. Smart Cloud Enterprise
- D. DB2 Universal Database

Answer: B

3.A prospect asks their System x sales professional a PureFlex specification question and the sales professional does not know the answer.

Which of the following resource should the sales professional contact?

- A. Techline
- B. Supportline
- C. Competeline
- D. IBM ATS

Answer: A

4.Solution design has shown that a PureFlex prospect requires more storage capacity than what is included with a base PureFlex System Standard offering.

Which of the following would address the additional storage requirement?

- A. Add features to the configuration to include more storage capacity
- B. Switch the solution to a PureFlex System Enterprise configuration
- C. Engage IBM Techline to perform a capacity assessment of the current storage environment
- D. Open an RPQ or SPORE request so the base offering can be modified to include additional storage capacity

Answer: A

5.A System x sales expert needs to know more about Cisco UCS.

Which of the following IBM resources is the best to use?

- A. COG
- B. Competeline
- C. Sales Asset Manager (SAM)

D. Advanced Technical Skills (ATS)

Answer: B

6.A retail company plans to consolidate 75 existing dual processor Xeon servers, all running a web server application on Windows Server 2008. They are planning to consolidate on a single x3850 X5 running vSphere.

Which of the following should be discussed with this customer?

- A. SCSI or Fibre Channel storage solution
- B. Web content static or dynamic information
- C. Processor utilization of the existing web servers
- D. Consider two servers for redundancy and failover

Answer: D

7.A customer is considering iDataPlex and several competitive solutions.

Which of the following favor iDataPlex?

- A. Usable density
- B. Lowest cost of acquisition
- C. Reutilization of standard rack
- D. Flexible configurations ready for integration and testing at the customer location

Answer: A

8.A customer tells you they want to move to a converged network. What does that indicate?

- A. Move all switching to FCoE
- B. Move all traffic to the FC backbone
- C. Move all their VMs to the same hypervisor
- D. Move storage and Ethernet to the same transport

Answer: D

9.The IT department of an enterprise customer that has grown through mergers and acquisitions is looking for a simplified storage management solution to virtualize the vast array of storage subsystems from different vendors that is currently in their datacenter.

Which of the following IBM product enables simplified storage provisioning across different storage models?

- A. Tivoli Business Service Manager
- B. IBM Systems Director with Storage Control
- C. Tivoli Storage Manager (TSM) v6.1 and higher
- D. Systems Storage SAN Volume Controller (SVC)

Answer: D

10.An insurance customer installs two BladeCenter chassis in a rack with glass doors. After a short time, the blowers in both BladeCenters increase to full speed, and then one fails.

Apart from replacing the broken blower, which additional action is required for a long term fix?

- A. Change to perforated doors
- B. Add fans to the top of the racks

C. Add Rear Door Heat eXchanger

D. Increase circulation from Data Center raised floor

Answer: A