Exam Code: 000-748

Exam Name: IBM Storage Sales Solutions, Version 8

Vendor: IBM

Version: DEMO

Part: A

1: Which of the following IBM products would be recommended to compete with the EMC CX3-80?

A.IBM Systems Storage DS4200

B.IBM Systems Storage DS4700

C.IBM Systems Storage DS4800

D.IBM Systems Storage DS8100

Correct Answers: C

2: A storage sales specialist has been assigned a new account that favors EMC storage in a mixed storage environment. The Chief Information Officer favors EMC, but some of the staff is dissatisfied with EMC's products due to their frustrations managing EMC equipment in a mixed environment. The only point of entry is the dissatisfied employee group. Which of the following is the best strategy for the storage sales specialist to use?

A.Explain the benefits of TPC for fabric

B.Explain the benefits of the DS4000 family

C.Explain the benefits of SVC compared to Invista

D.Advise them that the CLARiiON line is aging and not delivering high customer value

Correct Answers: C

3: You are facing a competitive situation at a customer who mainly has installed Sun servers. The customer is looking to add disks. What would typically be their first choice?

A.HP

B.IBM

C.EMC

D.LSI

Correct Answers: C

4: Which IBM Tape Drive model has a Data Encryption built-in to the Tape Drive?

A.IBM System Storage TS1120

B.IBM TotalStorage 3592-J1A

C.IBM TotalStorage 3590-E05

D.IBM System Storage TS3500

Correct Answers: A

5: From a performance standpoint, which feature from the IBM System Storage N series product lines distinguishes it from the other NAS offerings available in the market today?

A.LockVault

B.SnapMirror

C.Write Anywhere File Layout (WAFL)

D.Common Integrated File System (CIFS)

Correct Answers: C

6: What is a key strength of TotalStorage Productivity Center Standard Edition over EMC ControlCenter?

A.Market share leadership

B.Offering for the SMB market

C.Integration with systems management products

D.Integration of storage management functionality

Correct Answers: D

7: Which vendor has positioned themselves as the leading Information Lifecycle Management (ILM) company?

A.HP

B.IBM

C.HDS

D.EMC

Correct Answers: D

8: Which of the following implements "in-band" storage virtualization technology via an appliance?

A.EMC (Invista)

B.HDS (Tagmastore)

C.IBM (SAN File System)

D.IBM (SAN Volume Controller)

Correct Answers: D

9: Which of the following features differentiates IBM Tivoli Storage Manager from Veritas NetBackup?

A.LAN-free backups

B.Broad platform support

C.Automated tape reclamation

D.Central point of management

Correct Answers: C

10: A storage specialist is competing against EMC for a Data Retention opportunity. The customer has a need for less than 1 TB of fixed content. What IBM product should be quoted to satisfy this requirement?

A.IBM System Storage DS4200

B.The IBM System Storage DR550

C.The IBM System Storage DR550 Express

D.IBM System Storage N3700 with SnapVault

Correct Answers: C

11: Which of the following features is an IBM advantage when comparing the STK Virtual Storage Manager (VSM) to the IBM TotalStorage Virtual Tape Server (VTS)?

A.Throughput

B.Automatic tape reclamation

C.3490E tape volume emulation

D.Disk and tape (physical) storage included in same frame

Correct Answers: A

12: Which of the following does Hitachi Data Systems claim about the HDS 9980 V (Lightning)?

A.Scalable cache up to 32 GB with non-definable usage

B.Internal bandwidth equates to increased storage performance

C.Performance increases as more devices are added to FC-AL loop

D.Priority I/O queuing feature is supported on both mainframes and open systems

Correct Answers: B

13: When an organization is assessing their disaster recovery plans, what is the most critical factor the company should consider?

A.The availability of a recovery site during the disaster.

B.The availability of a standby server during the disaster.

C.The availability and integrity of data after the disaster occurs.

D.The availability of network communications after the disaster occurs.

Correct Answers: C

14: A Storage sales specialist needs to determine the number of 4/8/16-packs, the type of Disk Drive Module (DDM) and the RAID type for a Healthcare company that is thinking of purchasing a DS8100.　What IBM tool would calculate these requirements?

A.eConfig

B.Disk Magic

C.TPC for Disk

D.Capacity Magic

Correct Answers: D

15: A company currently has Microsoft NT and UNIX servers running various applications. They are looking for a cost effective 10 TB storage solution that includes a mirrored site to meet their requirements of at least a tier 6 disaster recovery plan.　Which of the following solutions should be recommended?

A.Two IBM System Storage DS4700 storage servers running FlashCopy and Volume Copy

B.Two IBM System Storage DS8300 storage servers running FlashCopy and PPRC cascaded mode

C.Two IBM System Storage DS4800 storage servers running FlashCopy and Enhanced Remote Mirror

D.Two IBM System Storage DS4200 storage servers running FlashCopy and Enhanced Remote Mirror

Correct Answers: D

16: An IBM System z server customer with two locations 400 kilometers apart, is constantly struggling to balance workload across the two locations. The Information Technology staff wants

one data center as a recovery location, if the other site suffers a planned or unplanned outage. Which of the following IBM System Storage DS8000 capabilities most cost effectively meets the customer's need without impacting performance?

A.FlashCopy

B.Global Mirror (XRC)

C.Parallel Access Volumes (PAV)

D.Metro Mirror (synchronous PPRC)

Correct Answers: B

17: FlashCopy can typically reduce the batch window during the batch cycle through which of the following ways?

A.Improving performance of the host processing by reducing I/Os

B.Initiating synchronous copies to remote disk subsystem for processing

C.Initiating multiple job streams to increase parallelism of the application batch jobs

D.Making interim and checkpoint copies more quickly, reducing time spent waiting for copies to complete

Correct Answers: D

18: A customer has an On-Line Transaction Processing (OLTP) application that is currently running on an IBM System p server. The OLTP database resides on an IBM TotalStorage DS8000. The customer wants to test multiple OLTP application changes without impacting the current application's database. Which of the following advanced functions would best support the customer's requirement?

A.FlashCopy

B.Remote Mirror Copy

C.Parallel Access Volumes

D.Extended Remote Copy/Remote Mirror for z/OS

Correct Answers: A

19: Which of the following is an element of a complete environmental plan?

A.Distance to server(s)

B.Tape cartridge disposal

C.SAN and Ethernet cabling requirements

D.Heating, ventilation and air conditioning

Correct Answers: D

20: Information Lifecycle Management can be done in many ways. If a customer had the need to store data for compliance reasons, what would be the most suitable IBM System Storage solution?

A.DR550 with SATA disks and WORM tape

B.DS4200 with TSM for Data Retention and WORM tape

C.SAN Volume Controller, DS4200 SATA disks and WORM tape

D.SAN Volume Controller, DS4200 SATA disks and 3996 Optical Library with WORM opticals.

Correct Answers: A