Exam Code: 000-083

Exam Name: System x Solution Sales Expert V2

Vendor: IBM

Version: DEMO

Part: A

1: Which of the following storage technologies allows the greatest distance between the server and the storage without use of routers or other devices?

A.iSCSI

B.SAS

C.SCSI

D.Fibre Channel

Correct Answers: D

2: A customer is comparing IBM Systems Director with competitive tools. Which one of the following plugins is supported for IBM Systems Director V 6.1?

A.Active Energy Manager

B.BladeCenter Open Fabric Manager

C.Remote Deployment Manager

D.Service and Support Manager

Correct Answers: C

3: A sales specialist has won the deal, the contract is signed and the detailed project plan is completed. Which of the following should be done to ensure the clients ability to implement the solution successfully?

A.Assemble the delivery team to perform quality assurance activities.

B.Determine a single point of contact (SPOC) to resolve issues.

C.Begin to transfer solution skills to the client.

D.Consult with the technical architects for a viability assessment.

Correct Answers: C

4: A manufacturing customer is discussing the ability to add memory without taking their servers offline. Which of the following is the term for this feature?

A.Memory Hot Add

B.Memory Hot Swap

C.Virtualization with vSphere 4

D.Redundant memory banks

Correct Answers: A

5: Customer has an environment consisting of the x3650 2U servers. He is very satisfied with these units, but has heard a lot of marketing on the new 3650M2s. What would be the advantage of transitioning to the newer models?

A.Newest Intel Nehalem processors with integrated memory controllers, more growth capabilities for HDD and RAM, and combines functions of
the standard BMC with the RSA.

B.Newest AMD Barcelona processors with integrated memory controller, more growth capabilities for HDD and RAM, combines functions of the
BMC and RSA.

C.Newest Intel Nehalem processors with integrated memory controllers, more growth capabilities for HDD and RAM, and comes standard with
an RSA for remote presence.
D.Same familiar processors that customer is use to, but now with new DDR3 memory.
Correct Answers: A

6: Which of the following infrastructure challenges are driving the need for Client Consolidation (CCON) solutions?
A.The reduced costs of managing end-user systems
B.Underutilized computing capacity in growing server farms
C.Disparate server technologies making management and maintenance more difficult
D.Providing access to an increasingly distributed workforce while maintaining security
Correct Answers: D

7: Most of our clients have human resource constraints in the IT departments. What can you offer to the client that would sell the value of IBM and extend those resources?
A.CDM technology ensures that, reports, and analyses run as quickly as possible. Fostering strong technological relationships with our clients.
B.Proof-of-Concept (POC) service is designed for clients interested in quickly evaluating their own datacenters.
C.ServicePacs are great services to start with because they show our ability to reduce the customers workload.
D.ThinkPlus Enterprise Solutions is a complete suite of manage services to maximize your productivity, streamline processes and reduce cost.
Correct Answers: C

8: What stand-alone IBM tool allows you to calculate the power draw based on your exact configuration?
A.Active Energy Manager
B.Advance Management Module
C.Tivoli Resource Monitor
D.IBM Power Configurator
Correct Answers: D

9: A toy manufacturer plans to create the infrastructure for an application designed to charge customers for conferencing services based on usage. Which of the following questions is most appropriate to determine if a SAN is the best storage solution?
A.Will the application require a database?
B.Which operating system does the application require?
C.Will the data need to be backed up in real time?
D.Does the application share data among the servers?
Correct Answers: D

10: Which of the following is used in an IBM BladeCenter to provide cooling?

A.Fans on each blade

B.Cool Blue

C.Blowers

D.Freon direct expansion valves

Correct Answers: C

11: Which of the following statements BEST illustrates the value of IBM Cluster 1350?

A.IBM Cluster 1350 offers a high performance System X configuration based on only IBM hardware.

B.IBM Cluster 1350 is a solution based on Infiniband and leading edge System x technologies that's intended for customers with larger

budgets.

C.IBM Cluster 1350 is a HPC solution offering a broad range of leading-edge cluster technologies designed specifically to meet a client's

unique needs and budget.

D.IBM Cluster 1350 is a leading edge cluster solution designed exclusively for IBM Power blades.

Correct Answers: C

12: A customer is concerned about the design and implementation plan of your new proposal. The proposal changes many of the business flows to conserve energy, and offer business resilience. Which of he following correctly addresses this customer concern?

A.The proposal should be redesigned to minimize changes to the customer business flow

B.A less aggressive design should be proposed

C.The customer should participate in a TDA to assess actual risk using the SAPR Guide.

D.The applications should be server ready to minimize risk.

Correct Answers: C

13: A manufacturing customer has a lot of room to grow in their 42U Enterprise rack, but very concerned about the cooling. Which of the following will help with the customers cooling issues?

A.IBM Rear Door Heat eXchanger

B.Installing "Cool Blue" auxiliary fans on the top of the 9308 rack

C.Natural ventilation within the datacenter to allow hot air to flow out and cool air to flow in.

D.Install larger HVAC for the computer room

Correct Answers: A

14: A System x sales specialist is closing a deal when the client states that their department budget has been reduced. This change has placed this project at risk. Which of the following is the best approach to keep the client in negotiations and closing the deal?

A.Reduce the system configuration to the minimum specifications with the plan to upgrade the systems in 12 months.

B.Request a meeting with the company finance team to directly sell them the value of spending the funds required.

C.Show the client how they can pay for the investment, with financing options, and explain the

return on investment timeframe.

D.Suggest that the cost of inactivity is higher than completing the project. Then ask the client to contact you when funds are available.

Correct Answers: C

15: A company has just completed several recent complimentary business acquisitions. As a result, the IT manager has inherited a rather disparate infrastructure to manage and is spending most of his staffs time focusing on reacting to system related issues and is not able to proactively address new business process system requests coming in. Which of the following is the BEST value proposition to present to the IT manager?

A.IBM System x servers are price competitive in the marketplace and their future IT acquisitions will be attractive in cost.

B.IBM System x servers make it easy to consolidate and virtualize the environment. Advanced management tools help save time and money by

increasing availability, tracking and deploying assets, optimizing performance, leveraging existing assets, and enabling remote maintenance.

C.IBM System x servers work best in a homogeneous environment, and IBM can help make the replacement of the newly acquired assets

virtually pain free. With a newly upgraded infrastructure of IBM System x technology, the customer can feel good about knowing that they

have the best available.

D.IBM System x servers work best with a company that has an acquisition strategy that blends with their infrastructure.

Correct Answers: B

16: A clients CIO validates that IBM proposed virtualization/consolidation solution addresses their key pain points. However, the CFO is more concerned with risk mitigation as a result of the new economic environment and has delayed the deal indefinitely. Which of the following strategies is the best way to address this situation?

A.Modify the deployment schedule of the solution over an extended period of time to reduce the initial cash outlay.

B.Gain the CFOs agreement to revisit the solution next quarter and follow-up with an aggressively priced solution.

C.Present financing options to the CFO showing how to implement the solution while minimizing the monthly cash outlay.

D.Meet with the CFO to demonstrate the financial impact of the solution to reduce operational expenses and TCO.

Correct Answers: C

17: Clustering has been the driving force behind many of the world's most powerful scientific supercomputers for many years and is now being used increasingly as a cost-effective way to provide high-performance, high availability computing for a wide variety of commercial workloads. Which of the following industry sectors below would most benefit from clustering?

A.Typical business accounting

B.Advanced print serving between datacenters

C.Petroleum exploration

D.Citrix server farms

Correct Answers: C

18: New System x and BladeCenter servers offer intelligent innovations that help clients solve the fundamental business imperatives to reduce costs, improve service and manage risk. Through leadership x86 server energy efficiency, systems management and virtualization capabilities the new systems give clients powerful reasons to invest in System x and BladeCenter solutions. Which of following best represents these powerful reasons?

A.Seamless integration of IBM systems with the total infrastructure.

B.Easier configuration and management

C.Less than half the power consumption, one-third the management cost and more than twice the performance

D.Provide diagnostics, virtual presence and remote control to manage, monitor, troubleshoot remotely

Correct Answers: C

19: A large customer has just implemented a new System x based application for their operations. The CIO mentions they have another group of servers coming off lease in 22 months. Which of he following is critical to develop this opportunity?

A.Call on the CIO in 18 months to fully investigate this new opportunity

B.Tell the CIO to accelerate the replacement

C.Contact the CIO periodically to check on satisfaction and new opportunities

D.Ask the CIO to refer you to other companies.

Correct Answers: C

20: Which of the following storage technologies is likely to provide the slowest performance?

A.iSCSI

B.SAS

C.SCSI

D.Fibre Channel

Correct Answers: A