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Vendor: IBM

Exam Code: C4030-670

Exam Name: IBM Systems Networking Technical
Support V1

Version: Demo

QUESTION: 1

A customer named has invited competitive vendors to discuss a new server farm for an expanding area of their business. The customer is considering a variety of server types. Including multiple processor and blade servers. In addition, the new server farm will consist of NAS servers, fiber-based storage and fiber-based tape devices. Which TWO of the following are reasons for choosing an IBM solution over the competitors' solutions?

- A. Light based diagnostics on servers is exclusive to IBM.
- B. IBM is the only vendor that provides Systems Management.
- C. Different Service Level Agreements are an exclusive offering from IBM.
- D. The IBM Totalstorage portfolio includes NAS, SAN storage and SAN networking products.
- E. The IBM server portfolio consists of multiple processor options in tower and rack form factors.

Answer: D, E

QUESTION: 2

An xSeries Sales specialist has engaged in a new customer opportunity for IBM eServer xSeries servers and will soon be meeting with the customer. The customer has a large number of non-IBM servers installed and has expressed a desire to consolidate their servers. In order to prepare a proposal, which TWO of the following questions would be the most appropriate to ask the customer?

- A. Are you interested in 64 bit servers?
- B. What do you like best about your current vendor?
- C. How many intel servers do you currently have installed?
- D. What types of applications are running on their servers?
- E. Do they currently buy direct from the vendor or through a channel partner?

Answer: C, D

QUESTION: 3

A customer has a three-year old database server. The server does not have fault-tolerant protection against power and network card failures. Which are problems The customer has encountered in the past. In addition, the server requires additional processing power to meet the current requirements. The customer does not want to

introduce any new software into their environment at point. Which of the following would be an appropriate solution to address the customer's issue?

- A. Install a new server that has options for fault-tolerant power supplies and network cards.
- B. Install new LAN switch with built-in network redundancy and a UPS to protect against power failure
- C. Install a new server that will cluster with the existing server to provide backup facilities to the existing server
- D. Upgrade the current server with new network cards, which support fault-tolerant features

Answer: A

QUESTION: 4

A customer named uses BMC Patrol to manage all the servers in their data center. They have approached the xSeries Sales Specialist about purchasing some IBM eServer xSeries servers for a new project. The customer has heard about the IBM Director, but is concerned that this will produce additional administrative overhead. Which of the following statements will be most useful in addressing the customer's concern?

- A. BMC Patrol is an IBM ServerProven product.
- B. A bmc Patrol module is available for IBM Director.
- C. The IBM Director Console can be run on the BMC Patrol Server.
- D. An upward integration module for BMC Patol is available with IBM Director

Answer: D

QUESTION: 5

A customer named is looking for a new 4-way server with 875 GB internal storage to run Oracle 91. A competitor presented the customer with a solution that includes Dell PowerEdge 6650. The xSeries Sales Specialist presented the customer with the IBM Eserver x365. Which of the following should the xSeries Sales Specialist emphasize as an advantage over the competitor's solution?

- A. Easy deployment tools

- B. Support for internal tape drive
- C. Chipkill memory and Hot Spare Memory
- D. Ability to hold six internal hard drives

Answer: D

QUESTION: 6

A customer named is reluctant to pursue a 16-way IBM eServer x445 solution because the server does not look like a "mainframe" The Xseries Sales Specialist believes the customer may be entertaining another vendor. Who among the following could that competitor be?

- A. HPQ
- B. Sun
- C. Dell
- D. Unisys

Answer: D

QUESTION: 7

A petroleum industry customer needs a High Performance Computing Linux-based cluster for conducting seismic analysis. Which of the following IBM Servers Should the Xseries Sales Specialist recommend and why?

- A. IBM Eserver x445, Linux scales well above eight processors
- B. IBM eServer x450, 64-bit performance is an absolute "MUST" for High Performance Computing, and most customers prefer 4-way server for their performance advantages
- C. IBM eServer BladeCenter, IBM eServer x335, or IBM eServer 325, cost and maximum performance per rack density are the customer's primary considerations
- D. IBM Eserver pSeries, the IBM eServer xSeries family will not compete well in High Performance Computing environments

Answer: C

QUESTION: 8

A retail customer informs the xSeries Sales Specialist that they are interested in learning more about how IBM can help them reduce IT costs. They ask for details on products that can reduce the time involved in server administration. They also indicate that they plan to add ten new stores requiring servers over the next twelve months. Which of the following statements represents the customer's compelling reason to act?

- A. They are on the verge of bankruptcy.
- B. They are positioning themselves to be acquired.
- C. They have just experienced a significant cut in IT staff.
- D. They have experienced a server failure requiring on-site repair in recent weeks.

Answer: C

QUESTION: 9

A customer named is focused on keeping their applications and data up and running for end users in the event of scheduled maintenance or a hardware operating system, middleware or application component failure. Which of the following clustering solutions also addresses disaster protection?

- A. SteelEye
- B. IBM eServer 1350
- C. Microsoft Windows Server 2003 Datacenter Edition
- D. PolyServer with FASt Remote Mirroring

Answer: D.

QUESTION: 10

A customer named used to purchase Sequent server and add quad processor units as their processing requirements grew. The customer approached their xSeries Sales Specialist to discuss their business strategy and how it can be addressed. Which of the following IBM eServer xSeries server features should the Sales Specialist promote?

- A. "Pay as you Grow" scalability of the IBM eServer x445
- B. Low cost of Xseries servers makes scaling out an option
- C. IBM migration tools to make the transition from Sequent to xSeries

D. Integration of xSeries server with the existing Sequent servers using an interconnect

Answer: A

QUESTION: 11

A customer named is very pleased with the systems management capability provided by their current servers. This includes the ability for remote control and inventory gathering. The customer would like to have the same capability on their non-IBM desktops and IBM ThinkPads, but they do not want to purchase and learn yet another application. The customer is considering the IBM eServer xSeries server but as not familiar with the IBM Director. Which of the following features of the IBM Director would best address the customer's requirements?

- A. Remote session, software inventory, file transfer, event log
- B. Hardware inventory, software remote control and management of non-IBM intel-based systems
- C. FRU number reporting, management of non-IBM Intel-based system, calendar-based task scheduling
- D. Software Rejuvenation, Capacity Manager, Rack Manager, System Availability, ActivePCI Manager

Answer: B

QUESTION: 12

A customer named currently buys HP ProLiant server and EMC storage, and has encountered various problems wherein they could not get certain servers working with their storage. Which of the following arguments can the Xseries Sales Specialist present to best position IBM?

- A. IBM sells other vendor's products and will test compatibility with customers' products.
- B. IBM's server division regularly tests their products with other vendors' storage products.
- C. IBM's storage division regularly tests their products with other vendors' server products.
- D. IBM has server and storage divisions that focus on compatibility of their products.

Answer: D

QUESTION: 13
Exhibit.

A customer manufactures and distributes a wide line of cowboy boots. The company has \$500M in annual revenues and numerous manufacturing and distribution sites located throughout the country. The customer has initiated a process to solicit proposals for upgrading and consolidating their existing IT infrastructure. An xSeries Sales Specialist just met with the customer's technical IT team responsible for the project and learned the following:

- The customer has about 100 installed servers, but do not know exactly how many nor where they are all located.
- The customer is primarily a Microsoft shop, with the majority of servers being Intel-based. These range from old uni-processor x86 servers to 4-way Pentium class servers. Applications running on the Intel servers include Cloprint Exchange IS and SOL Server

The customer's key pain points and challenges include:

- Managing all the servers is become increasingly burdensome
- Updating and patching the servers is also a problem (i.e., security updates, virus protection, general software updates, etc.)
- Monitoring and tracking all the servers is a big challenge (i.e., they usually do not know when a server is down until a user calls the help desk)
- They believe they have a lot of data Duplication and Islands of automation*

The customer is just starting the solution design process and does not have an idea, at this point, what the solution will look like. In addition to addressing the above challenges, the primary drivers for this project are to reduce their ongoing

A customer named decides to implement an IBM Server Consolidation solution consisting of IBM eServer x445s and VMware software. The

customer would like to have the hardware begin arriving next week. Which of the following should be Xseries Sales Specialist's next step?

- A. Update the IBM opportunity management record to 'Win'
- B. Meet with the customer to discuss installation activities
- C. Coordinate the IBM Technical team to double check the configuration
- D. Verify delivery commitment can be met and if needed, reset customer expectations

Answer: D

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Which of the following tasks is most important to accomplish to increase the odds of winning?

A. Nominate the customer for a funded IBM Server Consolidation study

- B. Call the IBM Client Representative and ask him to influence the company's executives.
- C. Using IBM's opportunity Management system,request a technical team be formed to design a solution.
- D. Develop a strategy to better understand and possibly influence the customer's success criteria.
- E. Request that the customer sign a focus letter to enable the sales specialist to offer the customer special bid pricing.

Answer: D

QUESTION: 15
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Which of the following best summarizes the customer's business objectives?

- A. Reduced operating costs
- B. More effective server utilization
- C. Consolidation to one operating system
- D. A comprehensive system management implementation

Answer: D

QUESTION: 16

A new customer is still unsure about the recent decision they made to go with IBM. The customer did not have many issues with previous suppliers and knew exactly when and where to go for a service or support issue. Which of the following should the xSeries Sales Specialist do early in the implementation cycle to address the customer's uncertainty?

- A. Create and present a customer Support plan to the customer
- B. Make sure the customer is aware of IBM's electronic customer support options.
- C. Provide a home phone number in the event they need someone immediately for a hardware or technical issue.
- D. Provide the appropriate IBM support phone number in the event they need assistance with a service or technical issue.

Answer: A

QUESTION: 17

Which of the following is the best starting point to recommend to a customer who is interested in attending education regarding the design, architectures, features, and functions of IBM eServer xSeries server?

- A. IBM Director Workshop
- B. Servicing IBM eServer xSeries Servers
- C. IBM eServer xSeries technical Principles
- D. Microsoft windows 2000 installation and Performance

Answer: C

QUESTION: 18

An xSeries Sales Specialist is creating a proposal for a Sun-Installed account. The customer is considering the migration of multiple business-Critical applications to a Linux on an IBM eServer xSeries solution. Which TWO of the following elements should be included in the proposal to ensure successful migration and installation?

- A. IBM Performance manager

- B. IBM SupportLine for Linux
- C. IBM Software subscription
- D. IBM Director with application workload Manager
- E. IBM Warranty Upgrade for same day 24 x 7 coverage

Answer: B, E

QUESTION: 19

To best ensure high customer satisfaction and repeat business, the xService Sales Specialist should stay involved with the customer through which of the following phases of a server deployment?

- A. Production Cut-over
- B. Hardware Installation
- C. Customer Acceptance
- D. System Test

Answer: A

QUESTION: 20

Upon placing an order for a customer, an xSeries Sales Specialist finds out that there is an issue with delivery lead time. Which of the following does the Sales Specialist need to Know in order to escalate with IBM supply management?

- A. SAP number for the order
- B. Customer purchase order number
- C. Business partner invoice number
- D. The serial numbers of the server in question

Answer: A

QUESTION: 21

A first-time IBM customer is planning a large deployment of high-end IBM eServer xSeries servers. Which TWO of the following should an xSeries Sales Specialist do to ensure a successful installation?

- A. Become EXAct certified
- B. Conduct a Workshop on FASTT
- C. Perform a Solutions Assurance Review
- D. Recommend that the customer attend the IBM eServer xSeries Technical Principles Class
- E. Recommend that the customer consider leasing the equipment through IBM Global Financing

Answer: C, D

QUESTION: 22

A customer named .com has been deploying a specific IBM eServer xSeries product to their remote offices over the past six months. When deployment started, the product was already three months old, but the customer needs this product for another 6-9 months. Additionally, the customer requires three weeks to test and certify any replacement products. Which of the following options should be presented to the customer?

- A. Option to buy ahead on the current model
- B. The IBM Transition Plan that identifies their future options
- C. Server Consolidation study for better utilization of what they have
- D. Nothing. switch the customer to the next model only when the supply of their current model is gone

Answer: B

QUESTION: 23

After the installation of twenty new IBM eServer xSeries servers, the customer's IBM Systems Engineer returns to the office with a sign off that all the installation work has been completed. Which of the following should the xSeries Sales Specialist do to verify that the solution meets the customer's expectations?

- A. Check with the project office that the solution delivery is complete
- B. Check with the Systems Engineer that the customer was happy when he left them
- C. Check the sign-off from has been signed in the correct sections by the customer
- D. Check with the customer that the solution has been delivered to their satisfaction

Answer: D

QUESTION: 24

An xSeries Sales Specialist needs to configure an IBM eServer BladeCenter to meet the following requirements.

- . Full-populated BladeCenter Chassis with redundant power and Ethernet Switches
- . Each HS20 Blade should have dual processors, 2.5 GB Memory, and redundant SCSI HDD's

Which of the following is the correct configuration to meet these requirements?

- A. Quality 1, BladeCenter Chassis
Quality 2, GB Ethernet Switch
Quality 2, BladeCenter Power Supply
Quality 7, HS20 Blade
Quality 7, Processor upgrade
Quality 14, 1 GB DDR RDIMM
Quality 14, IDE HDD
- B. Quality 1, BladeCenter Chassis
Quality 2, GB Ethernet Switch
Quality 2, BladeCenter Power Supply
Quality 14, HS20 Blade
Quality 14, Processor upgrade
Quality 28, 1 GB DDR RDIMM
Quality 28, IDE HDD
- C. Quality 1, BladeCenter Chassis
Quality 2, GB Ethernet Switch
Quality 1, BladeCenter Power Supply
Quality 7, HS20 Blade
Quality 7, Processor upgrade
Quality 14, 1 GB DDR RDIMM
Quality 14, 36GB HDD
Quality 7, HS20 SCSI Storage Expansion
- D. Quality 1, BladeCenter Chassis
Quality 2, GB Ethernet Switch
Quality 1, BladeCenter Power Supply
Quality 14, HS20 Blade
Quality 14, Processor upgrade
Quality 28, 1 GB DDR RDIMM
Quality 28, 36GB HDD
Quality 14, HS20 SCSI Storage Expansion

Answer: C

QUESTION: 25

An IBM Business Partner has invested a significant amount of time selling an IBM eServer xSeries solution to a customer. He provided the customer with a final proposal, who is close to making a decision. However, the business Partner has just found out that the customer has also contacted ibm.com to try and receive a better price. Which of the following should the business Partner do?

- A. Seek special bid approval so that the pricing can be lowered
- B. Contact the local IBM Rep about the issue, ask him to escalate to management to get ibm.com to back out
- C. Find out who the ibm.com rep is and have them tell the customer that they are not allowed to provide a quote
- D. Remind the customer of the effort invested and value provided by the Business Partner, along with the benefits of having local support

Answer: D

QUESTION: 26

Give the following configuration

HS20 Blades are configured with the following options?

- . Dual 2.8 Ghz Processors
- . 4 GB of Memory
- Dual SCSI HDD's Each Chassis is configured with o
- . Redundant Power Supplies
- . Redundant Integrated Nortel 2-7 Switch Modules
- . Redundant KVM Management Modules

If the customer asks what differentiates the proposed switch module from a standard layer 2, which of the following is the best response?

- A. Application Level information is recognized
- B. Additional Layer 3 - 7 functions
- C. Inter-module packet switching
- D. Network interface awareness

Answer: A

QUESTION: 27

An xSeries Sales Specialist visits a customer who runs a small office environment and is looking for a replacement file server. The customer looking for a server that will run RAID-5 to protect their data and the capability for an internal tape drive to backup their data. Which following IBM eServer xSeries configurations will best suit this environment?

- A. IBM eServer x205, 2 GB RAM, 3x36 GB Hard drives
- B. IBM eServer x225 2-way, 2 GB RAM, ServeRAID 51, 4x36 GB Hard drives
- C. IBM eServer x345 2-way, 2 GB RAM, ServeRAID 61, 2x36 GB Hard drives
- D. IBM eServer x345 2-way, 2 GB RAM, ServeRAID 61, 3x36 GB Harddrives

Answer: B

QUESTION: 28

A customer named .com is looking for a 64-bit platform to implement Microsoft internet information. Server 6, and has approached an xSeries Sales Specialist to see if IBM can provide a solution. Which of the following is the best way for the Sales Specialist to respond to the customer?

- A. "IBM can provide a development server for you to test."
- B. "IBM is currently researching this type of technology."
- C. "IBM has 64-bit servers which will support this application."
- D. "IBM offers a third-party 64-bit solution for customers to use."

Answer: C

QUESTION: 29

A customer named is interested in the IBM eServer Blade Center and wants to verify how much approximate SCSI usable data storage capacity, if any, can be contained inside one chassis if they use RAID-1 across all blades. Which of the following is the most appropriate answer?

- A. 512 GB
- B. 1TB

C. 2TB

D. None, the Blade Center does not support RAID-1 for SCSI disk.

Answer: B

QUESTION: 30

A customer named .com is considering an IBM eServer xSeries solution for an Oracle 91 RAC implementation, but needs reassurance that the solution will work and perform adequately on IBM eServer xSeries servers. Which of the following resources should the xSeries Sales Specialist utilize first to best address the customer's concern?

A. The IBM Oracle Competency Center

B. The IBM Customer Reference Database

C. A pre-sales solutions assurance review D.

The local Oracle RAC product specialist

E. IBM benchmark results for Oracle 91 RAC on xSeries

Answer: E

QUESTION: 31

In an IBM eServer x445 8-way configuration with 32 GB of memory, what is the maximum number of DIMM slots that can remain empty for future expansion?

A. 0

B. 8

C. 16

D. 32

Answer: C

QUESTION: 32

An xSeries Sales Specialist is developing a proposal for a Microsoft Cluster solution. At which point in the sales cycle does IBM require a pre-sales solution assurance?

- A. After presenting the proposed solution to the customer
- B. Prior to presenting the proposed solution to the customer
- C. Prior to the arrival of the hardware at the customer site
- D. Prior to placing the order for the necessary hardware and software

Answer: B

QUESTION: 33

A global I/T customer requires financing solutions that include assets management and asset disposal capabilities for their next large project roll-out, which will involve both IBM and OEM equipment. Which of the following options should be considered for financing to maximize IBM profit?

- A. IBM PartnerChoice
- B. IBM Global Financing
- C. IBM Trade-in Program
- D. Third-Party Financing

Answer: B

QUESTION: 34

An xSeries Specialist is working on an urgent deal against Dell and needs a comparable configuration for the IBM eServer xSeries server. The IBM xSeries Pre-sales Systems Engineer is out of the office. Who among the following should the Sales Specialist contact for assistance?

- A. IBM TeahLine
- B. IBM CometeLine
- C. The xSeries Sales Specialist's Manager
- D. The IBM xSeries Pre-sales System Engineer's Manager

Answer: B

QUESTION: 35

An xSeries Sales Specialist from an IBM Business Partner is looking for an IBM eServer xSeries server to fulfill a customer order. He has searched the distribution channel and has been unable to locate the product. Which of the following IBM Programs can be used to fulfill the order?

- A. TechLine
- B. Topseller
- C. PartnerLine
- D. PartnerChoice

Answer: D

QUESTION: 36

A customer named has issued a request for proposal for 32. Opteron-based servers. They request detailed information on the core chipset used in the proposed servers. In which of the following resources would the xSeries Sales Specialist find this type of information?

- A. Xref Sheet on the IBM eServer 325
- B. Marketing brief on IBM eServer 325
- C. The spreadsheet configurator (xSCA)
- D. Configurations and Options Guide(COG or Paper Configurator)

Answer: A

QUESTION: 37

An industrial sector customer has requested 28 Intel processors and an IBM TotalStorage FASTT600 Storage Server that will occupy the least amount of rack space. How many rack units will be utilized?

- A. 9
- B. 10
- C. 11
- D. 12

Answer: B

QUESTION: 38

A customer named requests an IBM eServer xSeries proposal for several 4-processor servers with 8 GB of RAM, which they will install to run peopleSoft. The customer wants to use the fastest clock cycle processors and have the option to scale the servers if the initial four processors per server are insufficient. Application response time is critical to their users. They have requested competitive proposals from Dell and HPQ. Which of the following pricing strategies is most appropriate to win the deal and maximize profit?

- A. Propose the IBM eServer x365 clustered together, request IBM TechLine Information, then present to IBM Special Bid Pricer a requested "must-have" Price.
- B. Propose the IBM eServer x365, request IBM TechLine information, then present to IBM Special Bid Pricer a requested "must-have" price.
- C. Propose the IBM eServer x445 Entry and request IBM CompeteLine information.
- D. Propose the IBM eServer x445 using 2.8 GHz Xeon MP with 2 MB of cache at IBM Direct pricing.

Answer: C

QUESTION: 39

At the customer's maximum required configuration of a 16-way IBM eServer x445 with Dual HBA's and five 1GB dual port Ethernet connections, how many PCI slots will be available for expansion?

- A. 0
- B. 1
- C. 5
- D. 9

Answer: C

QUESTION: 40

An xSeries Sales Specialist needs to sell a new rack solution with six IBM eServer x345s. The customer would like to keep this solution in a standalone environment, totally separate from their other servers and are unlikely to add any servers to this rack. Based on this information. Which of the following racks would best suit this environment?

- A. NetBAY 11 U SR Rack Cabinet
- B. NetBAY25 SR Standard Rack Cabinet
- C. NetBAY42 Enterprise Rack Cabinet
- D. NetBAY42 SX Standard Expansion Rack Cabinet

Answer: B

QUESTION: 41

In a competitive bid situation, the customer suddenly asks the xSeries Sales Specialist for a lower price. Which of following would be the best course of action to take?

- A. Get the Sales Specialist's manager to call on the customer
- B. Emphasize to the customer that IBM may not be the cheapest but it is the best
- C. Ask the customer whether they would buy IBM if the price could be resolved
- D. Agree to the discount customer is requesting if the customer signs immediately

Answer: C

QUESTION: 42

A customer named is unhappy with IBM Large Enterprise Direct because of issues with the delivery time on the IBM eServer xSeries server. Which of the following would have been the primary advantage of choosing an IBM Business Partner instead?

- A. An IBM Business Partner is capable of procuring IBM eServer xSeries servers from different distributors.
- B. An IBM Business Partner will provide other free service in response to unfavorable delivery time issue.
- C. An IBM Business Partner can build their own IBM eServer xSeries servers from parts.
- D. An IBM Business Partner can guarantee delivery time?

Answer: A

QUESTION: 43

A financial services industry customer has called an xSeries Sales Specialist because they would like to see an IBM-supported Oracle 91 RAC solution. The Sales Specialist has chosen to propose a Linux, IBM eServer x445 with IBM TotalStorage FAStT solution. The customer also wants to purchase Legato backup software from the same vendor. Aside from the IBM Oracle and Linux teams, which third party must the Sales Specialist invite to be part of this solution?

- A. Microsoft Linux cluster manager
- B. The IBM Business Partner on the customer account
- C. Red Hat or SuSE, depending on the customer's preference or requirements
- D. An IBM Exact Business Partner willing to work on the account

Answer: C

QUESTION: 44

Which of the following resources should an xSeries Sales Specialist use to get information on competitor's price and product features?

- A. IBM Client Rep., IBM xSeries Sales Specialist, competitor's website
- B. IBM CompeteLine, IBM Field Technical Sales Specialist (FTSS), IBM System Sales website
- C. IBM CompeteLine, Partnerinfo COMP Database or Competitive Sales Tool, competitor's website
- D. Solutions Assurance Review Specialist, Partnerinfo COMP Database or competitive Sales Tool, competitor's website

Answer: C

QUESTION: 45

An xSeries Sales Specialist has learned from a prospective new customer that their proposal is being compared against a quote from Dell. The customer told the Sales Specialist that the Dell pricing is significantly lower. Which of the following should be the first course of action for the Sales Specialist to take?

- A. Ensure the customer is comparing similar configurations

- B. Run a configuration on the Dell web-site to help validate what the customer is claiming
- C. Submit a Special bid price request through the IBM xSeries Sales Specialist or brand pricer
- D. Sell the customer on the additional value and benefits that they will receive with the IBM solution

Answer: A

QUESTION: 46

A customer named plans to migrate several business critical applications to Linux and considers purchasing an IBM eServer BladeCenter solution. The customer is concerned about being locked into an all-IBM solution, hindering the ability to take advantage of future technologies. Which of the following topics should the xSeries Specialist discuss with the customer?

- A. IBM ServerProven Program
- B. IBM Solution Partnership Centers
- C. IBM BladeCenter Alliance Program
- D. IBM Linux Center of Competencies

Answer: C

QUESTION: 47

A customer named has asked the xSeries Sales Specialist for a proposal that meets the following requirements.

- Rack mounted server
- Dual Processors
- Redundant Power Supplies

Which of the following solutions best meets these requirements

- A. IBM eServer x345 with ServerRaid 6i
- B. IBM eServer x335 with ServerRAID 4Lx
- C. IBM eServer x335 with ServerRAID 4Mx
- D. IBM eServer x205 with ServerRAID 4Mx

Answer: A

QUESTION: 48

Which TWO of the following operating systems should be recommended a customer who requires a 16-way IBM eServer x445 for their business requirements?

- A. VMware ESX Server
- B. VMware GSX Server
- C. Microsoft Windows Professional Edition
- D. Microsoft Windows 2003 Enterprise Edition
- E. Microsoft Windows Server 2003 Datacenter Edition

Answer: A, E

QUESTION: 49

A customer named is planning to install a new server for an SQL database under Microsoft Windows 2000. Which of the following solutions will offer the customer the best transaction performance and provide the ability to scale beyond four processors?

- A. IBM eServer x360 with four 2.8 GHz Xeon MP Processors
- B. IBM eServer x445 with four 2.8 GHz Xeon MP Processors
- C. IBM eServer x445 with four 3.0 GHz Xeon DP Processors
- D. IBM eServer x455 with four 1.5 GHz Itanium 2 Processors

Answer: B

QUESTION: 50

A customer states a requirement of integrating some recently announced third-party scanners with IBM eServer xSeries servers for consolidated shipment to 100 remote locations within the next two weeks. Which of the following routes to market would be best for fulfilling this order?

- A. IBM Direct
- B. IBM Business Partner
- C. IBM Premier Distributor
- D. IBM Large Enterprise Direct

Answer: B

QUESTION: 51

An xSeries Sales Specialist is proposing an IBM eServer x445 VMware solution for server consolidation. Which of the following solutions should the Sales Specialist include in the proposal?

- A. SteelEye for Optimal Performance
- B. Integrated Tape Drives for backup
- C. Software Distribution Manager for Remote Management
- D. IBM TotalStorage FASTTStorage server for a Shared Disk environment

Answer: D

QUESTION: 52

Which TWO of the following are true when comparing the IBM eServer BladeCenter to HPQ's Blade offering?

- A. HPQ offers a 4-way blade with the same rack density as their 2-way offering
- B. HPQ offers a redundant midplane
- C. IBM BladeCenter offers Chipkill memory
- D. IBM BladeCenter always has better rack density
- E. IBM BladeCenter offers integrated power supplies

Answer: C, E

QUESTION: 53

A customer named currently runs HPQ servers with Microsoft Windows 2003 and Remote Insight Lights Out Edition II cards, which feature Virtual Media so that administrators do not need to be physically present at the servers. The customer would like to buy the IBM eServer x345, but has been told that the IBM Remote Supervisor Adapter does not allow for this feature. Which of the following recommendations can the Sales Specialist make?

- A. Use IBM RSA II cards
- B. Use Citrix Metaframe XP
- C. Use IBM Remote Deployment Manager
- D. Use Microsoft Windows 2003 Terminal Services

Answer: A

QUESTION: 54

A customer named is evaluating solutions to add 8TB of fiber-based SAN storage in their data center. They want expansion capabilities to 14 TB and require 64 maximum storage partitions. The customer has narrowed down the decision between a Dell solution and the IBM TotalStorage FAStT Storage Server. The customer is most concerned about price per MB. Which of the following should be recommended?

- A. IBM TotalStorage FAStT 200 Storage Server
- B. IBM TotalStorage FAStT 600 Storage Server
- C. IBM TotalStorage FAStT 600 Turbo Storage Server
- D. IBM TotalStorage FAStT 900 Storage Server

Answer: C

QUESTION: 55

Which of the following is NOT included in IBM Director Server Plus Pack?

- A. Rack manager
- B. Capacity manager
- C. ActivePCI manager
- D. Software rejuvenation
- E. Remote deployment manager

Answer: E

QUESTION: 56

With which TWO of the following commercial distributors of Linux is IBM building a key alliance to support customers using Linux operating system?

- A. Red Hat B.
- Mandrake C.
- Slakeware
- D. United Linux
- E. College Linux

Answer: A, D

QUESTION: 57

Which of the following competitors offers 16-way Intel Xeon server?

- A. HPQ
- B. Dell
- C. Unisys
- D. Microsoft

Answer: C

QUESTION: 58

A customer named has decided to install the low-end IBM eServer xSeries 225, but would still like the remote management capabilities of the Remote Supervisor Adapter. When installing the RSA into an IBM eServer xSeries 225, which of the following should an xSeries Sales Specialist remember?

- A. The RSA is not supported in the x225.
- B. RSA external AC power supply is required.
- C. The RSA must be installed into PCI adapter slot#6.
- D. RSA will not give the customer any Remote Management capabilities.

Answer: B

QUESTION: 59

A customer named has several IBM eServer xSeries servers that used the clustering technologies of Microsoft Windows 2000 advanced server in

active/passive form. The customer is looking for an automated solution that will allow the application to move to the passive server and allow the active server to be rebooted. Which of the following IBM Director features will allow this to happen?

- A. Rack Manager
- B. Software Rejuvenation
- C. Remote deployment Manager
- D. Application workload Manager

Answer: B

QUESTION: 60

A customer currently runs several 8-way Microsoft Windows 2000 servers, each of which runs a variety of different applications. The customer regularly encounters the problem of certain applications consuming too much of a server's resource, which affect other applications running on these servers. The customer has approached the xSeries Sales Specialist to see if IBM can provide a solution that will allow dynamic resource allocation to control these runaway processes. Which of the following solutions can the Sales Specialist recommend?

- A. IBM Director
- B. Aurema ARMTech
- C. SteelEye LifeKeeper
- D. Remote Deployment Manager

Answer: B

QUESTION: 61

An xSeries Sales Specialist is drafting an IBM eServer xSeries server proposal for a customer who wants to consolidate their old Intel servers. Which TWO of the following resources should be used to differentiate IBM?

- A. CDAT Tool
- B. Align Methodology
- C. IBM SCON White Paper
- D. Solutions Assurance Review
- E. Advanced Technical Support (ATS)Team

Answer: A, B

QUESTION: 62

An xSeries Sales Specialist is planning to explain the benefits of IBM's X-Architecture to a customer, particularly as it relates to memory. Which of the following best describes Memory ProteXion?

- A. Protects memory from excessive page faults
- B. Feature that enables the use of spare bits similar to a hard disk drive hot spare
- C. Feature that allows multiple errors to be corrected using a propriety IBM Memory
- D. Memory protection analogous to what RAID-1 disk mirroring does for hard disk drives

Answer: B

QUESTION: 63

Which THREE of the following IBM eServers will meet the test criteria of a customer looking for a 64-bit platform to test their new Linux-based application?

- A. IBM eServer 325
- B. IBM eServer 335
- C. IBM eServer 382
- D. IBM eServer 445
- E. IBM eServer 455
- F. IBM eServer BladeCenter

Answer: A, B, C

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