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Vendor: IBM

Exam Code: C4040-124

Exam Name: Power Systems with POWER7 and IBM i
Sales Skills -v2

Version: Demo

QUESTION NO: 1

An IT Director needs a relational database but cannot hire a Database Administrator (DBA) to maintain it. How does IBM i address this challenge?

- A. Systems Director Navigator for i handles DB2 database administration automatically.
- B. Single Level Storage architecture and automated DB2 features mean that a DBA is not required.
- C. System i Navigator manages Single Level Storage so that database administration does not require a DBA.
- D. Systems Director for i manages Single Level Storage so that database administration is easy without a DBA.

Answer: B

Explanation:

QUESTION NO: 2

A 010 is concerned about systems security and transmission of confidential data across the internet. What capabilities of the IBM i platform can the sales executive highlight in this situation?

- A. PowerSO software is optimized to provide security and compliance for POWER operating systems.
- B. Security Access Manager combines user access management, web application protection and encryption.
- C. IBM i can send secure data across untrusted networks using SSL, IBM i Access for Windows, and VPN connections.
- D. RealSecure Server Sensor provides data loss prevention and preemptive protection while enforcing server security policies.

Answer: C

Explanation:

QUESTION NO: 3

A POWERS 520 customer is running IBM i 54 and is moving to a POWER7 server. Which of the following is a valid migration plan?

- A. MigrateIBMi5.4tothePOWER7
- B. Host IBM i 54 in a client LPAR on the POWER7
- C. Upgrade from IBM i 5.4 to IBM i 7.1 after migrating to POWER7

D. Upgrade to IBM i 7.1 on the Power 520, then migrate to POWER7

Answer: D

Explanation:

QUESTION NO: 4

What disaster recovery benefit is provided to a customer running IBM i applications when they are using PowerHA Asynchronous Geographic Mirroring?

- A. All objects are automatically replicated from an independent auxiliary storage pool to another IBM i storage pool
- B. It can be used to provide disaster recovery services to multiple company locations whether using internal disk or SAN storage.
- C. It offers a cloud-based suite of remote mirroring software that enables integrated, automated failover for IBM i and attached x86 servers
- D. Instead of IBM i server replication it delivers peer-to-peer remote copy services to any remotely attached IBM SAN storage supported by IBM 7.1

Answer: B

Explanation:

QUESTION NO: 5

An executive has expressed frustration about the inflexibility of reports from their IBM i system and is looking for a solution that supports more dynamic and flexible reports.

How will DB2 Web Query support the customer's need?

- A. Web Query provides collaborative tools to rapidly analyze data, business requirements and budgets.
- B. Web Query supports predictive analysis and reports rising trends so that smarter decisions can be made.
- C. Web Query provides reporting, dashboards and ad hoc query capability through simple-to-use user interlaces.
- D. Web Query combines business intelligence data, system performance, management reports and analysis in a controlled, secure, auditable environment.

Answer: C

Explanation:

QUESTION NO: 6

What capability of single level storage increases system administrator productivity?

- A. Multiple storage pools
- B. Automatic data placement
- C. Flexible storage attachment
- D. HMC-based storage allocation

Answer: B

Explanation:

QUESTION NO: 7

A customer says that they cannot use IBM i for their chosen ERP solution as some of the application software is in Java and a Java development environment is also required.

How can this objection be addressed?

- A. IBM i 7.1 on POWER7+ now supports Java running natively using DB2 for i
- B. Java Virtual Machine is provided in WebSphere Application Server and runs natively on IBM i.
- C. IBM i runs Javascript in a Java Virtual Machine allowing applications to run and a development environment to be created.
- D. Rational Development Studio for i has a set of Java compilers for development and a Java runtime environment (JRE) for running applications.

Answer: B

Explanation:

QUESTION NO: 8

A prospective customer is considering a Power Systems solution with IBM i and PowerVM.

Other possible solutions being proposed to this customer are:

- x86 with Linux, Oracle, and VMware
- x86 with Windows, SQL Server, and VMware

How does the acquisition cost and TCO of the Power Systems solution compare with the x86

solutions?

- A.** With POWER7, the acquisition cost is lower than for both Windows and Linux offerings resulting in a lower 3-year TOO.
- B.** Acquisition costs are similar for all solutions, but the software maintenance costs for database and VMware raise the 3 year TOO of the x86 solutions
- C.** Acquisition costs are slightly higher for the Power Systems solution, but the significantly reduced operational costs result in a lower TOO over 3 years.
- D.** The acquisition and 3 year operational costs are lower than the Windows solution, and the Oracle maintenance fees result in a higher 3 year TOO compared to Power.

Answer: C

Explanation:

QUESTION NO: 9

Why will a Chief Information Officer be interested in the benefit of the Technology Independent Machine Interface (TIMI) on IBM i?

- A.** TIMI includes a web-based, intuitive interface that increases user productivity.
- B.** TIMI enables the transfer of IBM Licensed Program Products from older to newer hardware.
- C.** TIMI allows the organization to more easily migrate software from non-IBM platforms to IBM i
- D.** TIMI allows observable programs compiled under older versions of IBM i to run on new releases and newer hardware.

Answer: D

Explanation:

QUESTION NO: 10

A Power 770 customer wants to purchase second Power 770 that would only be used in a disaster recovery (DR) situation. They have stated that the cost of purchasing the same number of IBM i licenses for an inactive DR system is too expensive.

Which solution supports the DR requirement and addresses the concern about IBM licensing costs?

- A.** The PowerHA v7 for IBM i Edition
- B.** The IBM SmartCloud Enterprise solution
- C.** A new Power 770 Capacity Backup (CBU) system
- D.** A new Power 770 with On/Off Capacity on Demand

Answer: C

Explanation:

QUESTION NO: 11

An IBM i customer plans to implement a High Availability solution that copies live data and program changes from an independent disk pool on internal disk to a second Power Systems server at a remote site.

The customer wants to avoid purchasing any third-party replication software that might require training or additional personnel.

Which solution will support the customer requirements?

- A. Metro mirror
- B. Global mirror
- C. Remote Journaling
- D. Geographic Mirroring

Answer: D

Explanation:

QUESTION NO: 12

A customer has several Power Systems servers running IBM i and needs browser-based self-service provisioning of virtualized workloads.

Which software supports this request?

- A. SmartCloud Entry
- B. WebSphere Portal
- C. IBM i Access for Web
- D. Systems Director Deployment Manager

Answer: A

Explanation:

QUESTION NO: 13

Which of the following best describes a unique characteristic of IBM i when compared to non-IBM platforms?

- A.** IBM i comes with a performance tuner that provides network multi-pathing, based on predictive analysis, to utilize all Ethernet ports.
- B.** Integration with BladeCenter and System x allows IBM i partitions to host heterogeneous applications running Microsoft Windows or Linux applications.
- C.** IBM i provides Processor Instruction Retry and Alternate Processor Recovery mechanisms to recover from processor errors by utilizing an available spare processor core.
- D.** DB2 doesn't require any specific database installation procedures, and provides automatic storage allocation for all database objects.

Answer: D

Explanation:

QUESTION NO: 14

An IBM i customer needs 3 additional test environments to run IBM i, AIX and Linux. They currently have only one IBM i environment.

Which of the following is the minimum needed to add the 3 new environments?

- A.** PowerVM Express Edition
Linux and AIX licenses
- B.** PowerVM Standard Edition
Linux and AIX licenses
- C.** PowerVM Standard Edition
IBM i, Linux and AIX licenses
- D.** PowerVM Enterprise Edition
Linux and AIX licenses

Answer: B

Explanation:

QUESTION NO: 15

What is the purpose of the MES roadmap?

- A.** It defines supported upgrade paths.
- B.** It provides an installation plan for service providers.
- C.** It provides future product direction for upgrade planning.

D. It shows side by side and migration methods to get to a newer system.

Answer: A

Explanation:

QUESTION NO: 16

A customer with a POWER7+ 770 running IBM i has just merged with another company which utilizes older Intel technology to support an application environment that consists of PHP applications, Red Hat Linux and SAP.

The POWER7+ 770 has 8 cores available with just 4 months before the busy season begins. The customer needs to integrate the new acquisition before the busy season begins, and at lowest cost. Data center floor space is limited.

Which of the following best supports the customer requirements?

- A. Recommend 3 new rack mounted Intel 460 Servers with a Storwize V7000 SAN.
- B. Recommend a new PureElex solution with Power and Intel nodes, and integrated storage.
- C. Utilize the benchmark center and migration factory to determine the optimal server solution.
- D. Utilize CoD and LPAR capability of the POWER7 + 770 to support the application migration.

Answer: D

Explanation:

QUESTION NO: 17

Under which conditions would adding SSD5 be an appropriate technical and financial solution for a customer?

- A. When processor is constrained but memory and disk I/O are not constrained
- B. When disk capacity is constrained but processor and disk I/O are not constrained
- C. When disk I/O is constrained but disk capacity and memory are not constrained
- D. When memory is constrained but disk I/O and processor are not constrained

Answer: C

Explanation:

QUESTION NO: 18

A prospective customer states that few ISV5 invest in IBM i.

How should this objection be addressed?

- A.** The IBM Global Solutions Directory website lists over 2300 solutions from more than 850 ISVs.
- B.** Approximately 10000 ISV solutions are certified for IBM i 7.1 and most can be ordered pre-loaded.
- C.** IBM provides APIs and conversion centers which make it easy for IS Vs to port applications to IBM i.
- D.** IBM i customers have access to thousands of new applications and ISVs through its ability to support Zend Core and run PHP.

Answer: A

Explanation:

QUESTION NO: 19

Which resource or tool can assist a sales representative in sizing an SAP installation on IBM i?

- A.** Techline
- B.** Workload Estimator
- C.** IBM Software Group
- D.** SAP's Comparison Guide

Answer: A

Explanation:

QUESTION NO: 20

A POWER7 customer running IBM i 7.1 acquired another company. The acquired company uses a POWER4 model 825 running IBM i V5R4 with a small set of home-grown RPGIII applications.

The customer has determined that the POWER7 system can accommodate the new workload¹ but is concerned with the migration effort to move those applications from such an old system.

Which of the following statements will ease the customer concern?

- A.** IBM i 7.1 with VIO Server can host an IBM i LPAR running 5.4 so no migration will be required
- B.** Rational Development Studio for i provides migration tools to modernize legacy RPG programs

automatically.

C. IBM i allows observable programs to move from one release and one processor family to another without recompilation

D. Rational Host Access Transformation Services (HATS) is included with IBM i V7.1 to transform each V5R4 RPG object the first time it is referenced.

Answer: C

Explanation:

QUESTION NO: 21

What is the advantage of purchasing a Solution Edition featuring Independent Software Vendor (ISV) software running on IBM i, compared to the ISV software running on non-IBM platforms?

A. Solution Editions include IBM Software Maintenance at no charge for the first 3 years.

B. Support for ISV software running on IBM i is included in the initial cost of the Solution Edition.

C. Solution Editions featuring ISV software offer lower total cost of ownership (TOO) and lower total cost of acquisition (TOA) than competitors.

D. IBM International Pricing Agreements mean that global ISVs offer a lower pricing model for their software when running on Power Systems servers.

Answer: C

Explanation:

QUESTION NO: 22

A client requires a PureFlex compute node model for a test IBM i workload. Which model supports IBM i workloads?

A. p240

B. p24L

C. p260

D. p740

Answer: C

Explanation:

QUESTION NO: 23

An existing IBM i customer with a POWER6 520 is planning to move to POWER7I but wants to understand the differences between running IBM i on a PureFlex compute node compared to a new POWER7 720 server.

Which of the following describes a key consideration for this customer related to running IBM i on a PureFlex compute node?

- A. Systems Director VMControl management software is required for compute node management.
- B. Running IBM i on a PureFlex compute node requires VIO Server to provide all virtualized I/O resources.
- C. IBM i on a PureFlex compute node requires dedicated physical adapters for all I/O resources.
- D. The integrated storage node is a requirement for storage for a compute node running IBM i.

Answer: B

Explanation:

QUESTION NO: 24

A customer is concerned that there have been no new releases to IBM i since 7.1 was announced in 2010. They are afraid that IBM is no longer investing in IBM i as a strategic operating system.

Which statement answers the customer concern?

- A. IBM consolidated its investments in POWER so that it could be exploited by multiple operating systems. All investments in POWER benefit IBM i.
- B. IBM has purposely extended the period between major releases, but has delivered Technology Refreshes with new capabilities approximately every six months.
- C. IBM i is used by over 150,000 companies around the world to run their business applications. The size of this customer set assures the continued future of IBM i.
- D. The announcement of PureSystems servers and the support of common software technologies such as PowerVM and PowerHA demonstrate investment in IBM i.

Answer: B

Explanation:

QUESTION NO: 25

Which of the following represents a unique characteristic of IBM i and DB2 that is designed to reduce the amount of time it takes to restart a system and database after an abnormal end, such as a power interruption?

-
- A. Disk Mirroring
 - B. SMP Parallelism
 - C. Adaptive Query Processing
 - D. System Managed Access Path Protection

Answer: D

Explanation:

QUESTION NO: 26

An 010 plans to purchase a new Power System. In a previous purchase of non IBM servers, critical components were missing from the proposal. As a result, additional items had to be purchased. Which IBM tool will help ensure that the proposed system contains the necessary components?

- A. eConfigurator
- B. Workload Estimator
- C. System Planning Tool
- D. Server Validation Tool

Answer: A

Explanation:

QUESTION NO: 27

Which of the following is a complete list of the IBM Power Servers that can be configured as Express models?

- A. Power 710, Power 730
- B. Power 710, Power 720, Power 730, Power 740
- C. Power 750, Power 770, Power 780, Power 795
- D. Power 710, Power 720, Power 730, Power 740, Power 750

Answer: D

Explanation:

QUESTION NO: 28

An IBM i customer has a requirement for a new LPAR. The customer needs 1OTB of usable disk,

but has minimal requirement for performance.

The customer will have to purchase new storage and adapters for their existing Power 740.

What is the most cost effective option?

A. Fibre Channel attached SAN storage

Appropriate adapters

10K RPM Fibre Channel disks

B. An expansion drawer

10K RPM SAS disks

Appropriate adapters

C. An expansion drawer

15K RPM SAS disks

Appropriate adapters

D. NAS attached SAN storage

Appropriate adapters

Solid State Drives

Answer: B

Explanation:

QUESTION NO: 29

The system administrator for a company has called and stated that 4 new disk drives had just been installed and added to the Auxiliary Storage Pool of their system.

The IT Director is out of the office and the administrator is unsure how to start using the new storage. What should be explained?

A. The IBM System Service Tools (SST) should be used to configure, manage, and activate new disk drives.

B. IBM i automatically distributes data (data spreading) across the new disk arms and requires no operator involvement.

C. Navigator for i provides a set of GUI-based system management features that will allow simple activation of the new drives.

D. Disk configuration tasks such as activation and RAID protection can easily accomplished using the Hardware Management Console.

Answer: B

Explanation:

QUESTION NO: 30

Which statement explains IBM i optimization features when compared to Windows?

- A. IBM i coordinates and automates CPU utilization for batch versus interactive jobs and applications.
- B. IBM i automatically handles system workload prioritization and balancing without operator intervention.
- C. IBM i prioritizes workloads based on fixed system definitions, set at IPL time, for optimum performance.
- D. IBM i virtualization provides each virtual server with an independent operating system, optimizing batch jobs.

Answer: B

Explanation:

QUESTION NO: 31

A POWER6 customer with an LTO-3 tape drive needs to encrypt their tape backups. They want to avoid the purchase of a different tape device.

Which of the following solutions supports the requirement for encryption without needing to acquire a different tape technology?

- A. IBM i offers Encrypted ASP Enablement which encrypts data when written out to disk or tape.
- B. BRMS can perform software-based encryption and can be used with any type of tape drive.
- C. Column encryption may be accomplished by using a new database feature called field procedures, available in IBM i 7.1.
- D. Encrypted data can be saved to tape with key management services provided by IBM Tivoli Key Lifecycle Manager software.

Answer: B

Explanation:

QUESTION NO: 32

A company has three sales regions, each with its own POWER6 server. The company plans to consolidate onto one POWER7 server and keep the regional workloads separate.

How does IBM i solve this issue without added hardware or software expenses?

- A. Single level storage manages all the disk and memory for different applications without LPAR5.
- B. IBM i workload partitions can be activated to run separate applications within a single system partition.
- C. IBM i can integrate directly with PowerVM to enable system resource virtualization and server consolidation.
- D. IBM i workload management uses subsystems to separate different applications and still share system resources.

Answer: D

Explanation:

QUESTION NO: 33

How is data distribution managed on IBM i compared to other platforms?

- A. IBM i Navigator storage plug-in manages external storage automatically.
- B. IBM i and Single Level Storage automatically manages data placement and distribution.
- C. Storage management is managed by System Director according to customer-defined policies.
- D. IBM i automatically employs EasyTier technology to manage data placement and storage policies.

Answer: B

Explanation:

QUESTION NO: 34

A prospective customer with a very limited budget has stated that they are focused only on price. Before they evaluate application software, they have asked how a Power 720 with IBM i can cost twice as much as a similarly sized x86 server with Linux.

Which of the following responses addresses the customer concern?

- A. The smallest Power 720 has four cores, of which up to three cores may be turned off at the factory to reduce the price.
- B. The Workload Estimator compares Power Systems and x86 server benchmarks and provides equitable pricing estimates.
- C. Power Systems solutions are discounted based upon configuration content, and the price is typically comparable to x86 solutions.
- D. The x86 solution will probably also require the purchase of database and security software,

while IBM i already includes those functions.

Answer: D

Explanation:

QUESTION NO: 35

What is a key customer benefit of a Technology Refresh?

- A. A Technology Refresh replaces the need to install PTF5.
- B. A Technology Refresh requires no system down time to implement.
- C. A Technology Refresh may provide new functions, performance improvements and I/O support.
- D. A Technology Refresh includes IBM engineer services for implementation, reducing risk to customers upgrade processes.

Answer: C

Explanation:

QUESTION NO: 36

Which statement correctly describes IBM i storage management?

- A. IBM i moves the most frequently used data closer to the processor.
- B. IBM i automatically manages and balances data across multiple disk drives.
- C. IBM i automatically protects user data with RAID, mirroring and disk journaling.
- D. IBM i Systems Director optimizes disk management with a graphical user interlace.

Answer: B

Explanation:

QUESTION NO: 37

A customer has a Power 740 with LPARs serving users in different time zones. Demand peaks at difference times during the day, depending on the time zone being supported.

All LPARs have dedicated memory, and many are memory constrained.

Which of the following will improve the customer situation?

-
- A. Hot-add memory
 - B. Active Memory Sharing
 - C. Active Memory Expansion
 - D. Elastic Capacity on Demand

Answer: B

Explanation:

QUESTION NO: 38

Regarding IBM i licensing options for the Power 720 server which of the following statements is true?

- A. An IBM i license is required for every 25 concurrent application users.
- B. A processor entitlement is required for each core running IBM i, and a user entitlement is required for each concurrent user.
- C. A base number of user entitlements are included, and additional user entitlements may be purchased in blocks of 25.
- D. A processor entitlement is required for each core running IBM i, and a database entitlement is required for each core running DB2.

Answer: B

Explanation:

QUESTION NO: 39

Which statement about IBM i optimization explains why the customer will have improved performance as a result of adding SSDs to a customer environment?

- A. IBM i automatically collects Input/Output performance data and moves most active data to SSDs to achieve optimal performance.
- B. Adaptive DB2 processing self-tunes logical files and queries across all available SSDs to achieve improved storage performance.
- C. Expert Cache monitors the read/write activity and logical reference patterns for each SSD database file to reduce total disk I/Os.
- D. IBM i dynamically adjusts the size and type of reads and writes for files on SSDs to maximize the use of main storage and minimize the number of disk I/Os.

Answer: A

Explanation:

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