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Vendor: IBM

Exam Code: C4060-155

Exam Name: System x Server Family Sales V1

Version: Demo

Question: 1

The System x sales professional is in a meeting with the CIO, VP of Infrastructure, Chief Architect, Operations Manager and the lead Systems Administrator for x86 servers. The sales professional is getting ready to present a solution for rack optimized servers. After everyone introduces themselves, what should you as the seller do to ensure a successful presentation?

- A. Understand the role each person in the room has relative to your proposal
- B. The executives are only interested in pricing, so do not get into any detail
- C. Gear your presentation to the CIO since the CIO is the highest level person in the room
- D. Make sure your presentation is suitably technical to appeal to the Chief Architect and lead Systems Administrator

Answer: A

Question: 2

A client expresses concern that keeping firmware levels current on their existing competitive blade solution is cumbersome and asks IBM for an alternative platform. Which of the following IBM products would address the customer issue?

- A. x3550 M4
- B. PureFlex
- C. iDataPlex
- D. BladeCenter

Answer: B

Question: 3

A new customer expresses interest in cloud computing to their System x sales professional. Which of the following should be the first question asked about their existing environment?

- A. Do you virtualize your storage?
- B. Is data security a major concern for you?
- C. Is virtual server sprawl an issue for you?
- D. Are you using server virtualization and if so what hypervisor are you using?

Answer: D

Question: 4

A manufacturing customer has limited space remaining in their data center and is concerned about rising power costs. The customer applications require very large amounts of memory. They want server redundancy and no downtime. Which of the following architectural features should be discussed with them?

- A. iDataPlex with vSphere
- B. Two x3950 X5 servers and vSphere
- C. BladeCenter, HX5 blades and vSphere
- D. BladeCenter, HS23 blades and vSphere

Answer: C

Question: 5

Why are many clients converging LAN and SAN traffic onto Ethernet?

- A. Reduce cost and complexity
- B. Improve data flow, improved cabling
- C. Reduced cabling, and network backlog
- D. Reduce energy spikes and consumption

Answer: A

Question: 6

An x86 customer released an RFP for new rack servers. One requirement is that the configuration must include software for automated Windows OS deployments. Which of the following packages meets the customer requirement OS deployments. Which of the following packages meets the customer requirement?

- A. Flex System Manager
- B. IBM Systems Director Express Edition for x86
- C. IBM Systems Director Standard Edition for x86
- D. IBM Systems Director Enterprise Edition for x86

Answer: C

Question: 7

An System x customer has two BladeCenter chassis in a rack with glass doors. After recently relocating them, 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. Add top of rack fans
- B. Change to perforated doors
- C. Add Rear Door Heat eXchanger
- D. Increase circulation from the data center raised floor

Answer: B

Question: 8

A customer is experiencing bottlenecks in their IT environment. The customer executive council asks the System x sales professional for advice. What would be the best course of action?

- A. Meet with the CFO
- B. Conduct an Alinean study
- C. Create a new configuration
- D. Meet with Operations Manager

Answer: D

Question: 9

The System x sales professional is in an introductory meeting with the Chief Architect, Operations Manager and the lead Systems Administrator for x86 servers. The sales professional intends to present an overview of System x and PureFlex systems. Which of the following is a primary goal of this meeting?

- A. Present a PureFlex proposal
- B. Understand the decision criteria
- C. Obtain an order for the equipment
- D. Schedule a follow-up meeting with the lead Systems Administrator

Answer: B

Question: 10

Selling the total solution includes adding storage, networking, services and financing options which ensures customers will remain satisfied with their purchase. Which of the following best describes the benefits of selling the total solution to the customer?

- A. Lowest cost of acquisition
- B. Locks competitors out of the account
- C. One source for systems, cleaner design, simpler support
- D. Enhanced creditability, higher profits, less competitive pressure

Answer: C

Question: 11

A customer has a combination of fifteen Windows file servers with direct attached storage and three Power Systems with AIX database servers SAN attached to a DS4700. They would like to upgrade to a more current and plan for 40 TB capacity. The customer needs to move to a more scalable storage system to include all servers. Which of the following would be most appropriate to ask first?

- A. Will iSCSI meet their needs
- B. What are Disaster Recovery plans
- C. What are plans for data migration
- D. What storage system space is available

Answer: C

Question: 12

Which of the following tools is available for IBM BladeCenter to provide direct power monitoring by IBM Systems Director through the AMM?

- A. Active Energy Manager (AEM)
- B. Energy Monitoring and Control
- C. IBM BladeCenter Power Calculator
- D. Integrated Management Module (IMM)

Answer: A

Question: 13

A customer plans to install additional x240 nodes in their PureFlex. The customer plans to implement each of the following aspects, Which of the following requirements cannot be satisfied by the x240 and must be addressed separately?

- A. Support for SSD
- B. Support for two GPUs
- C. Front accessible USB
- D. Support for 135W processors

Answer: B

Question: 14

A customer needs a policy driven task scheduler for different high performance computing workloads during the course of a week, month, or other times. Which of the following would be the best product for them to consider?

- A. GPFS
- B. xCAT
- C. Platform LSF
- D. SmartCloud Entry

Answer: C

Question: 15

A customer is looking for many servers to create a cluster to analyze Big Data. They are looking for help with the total solution. Which of the following should be discussed?

- A. DB2
- B. SAP HANA
- C. BigInsights
- D. Platform Computing

Answer: C

Question: 16

A customer plans to deploy IBM Fabric Manager. Which of the following network vendors meet this need?

- A. Cisco
- B. BNT/IBM
- C. Juniper
- D. Brocade

Answer: B

Question: 17

A System x technical expert is discussing IBM Systems Director with a customer. The customer has both IBM and HP servers installed. The IT Director favors the HP Systems Insight Manager product. Which of the following points should be stressed in this situation?

- A. IBM Systems Director can manage both IBM and HP servers
- B. IBM Systems Director can manage both virtual and physical servers
- C. IBM Systems Director supports both SSL and SSH for remote security
- D. IBM Systems Director may be installed on either Windows or Linux servers

Answer: A

Question: 18

A customer asks into which bays the Multi-Switch Interconnect Module (MSIM) can be installed. Which of the following is the source of this information?

- A. COG
- B. xREF
- C. Alinean tool
- D. ServerProven

Answer: A

Question: 19

A customer has a need to automatically move critical workloads in the event of a predictive failure alert. Which of the following addresses this requirement?

- A. BMC
- B. vCenter
- C. IBM Systems Director with AEM
- D. IBM Systems Director with VMControl

Answer: D

Question: 20

A customer has had a number of hardware failures. They are heavily virtualized and are concerned about a VM host failure. Which of the following addresses this situation?

- A. Implement ServerAID Manager
- B. Utilize IBM Systems Director
- C. Deploy Automatic Server Restart
- D. Use Storwize V7000 to store VM images

Answer: B

Question: 21

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. Two servers for redundancy and failover
- C. Web content static or dynamic information
- D. Processor utilization of the existing web servers

Answer: B

Question: 22

A customer is looking for a computer solution for their remote branch offices. They have a small computer room in each branch office. There are six virtualized workloads that each need two cores of processing power and 8GB of memory. They need to be able to failover workloads within the branch office. Space, remote management and future expansion are the primary drivers of this solution. Which of the following System x or PureFlex solutions would be the least expensive choice for this customer?

- A. PureSystems with external disk
- B. A tower server with internal disk
- C. PureSystems with integrated V7000
- D. Rack optimized with shared external disk

Answer: D

Question: 23

A retail customer is looking at ways to reduce power requirements. They are considering deploying two hundred IBM HS23 blades running Red Hat Linux in IBM BladeCenter H chassis. The customer has already chosen Intel low power CPUs. The customer requires 45 GB of storage. Which of the following on-board storage options allows the customer to reduce power consumption of each blade?

- A. One 146 GB 15K SAS SFF HDD
- B. One 300 GB 10K SAS SFF HDD
- C. One 64 GB SATA 2.5-inch SSD
- D. One 64 GB SATA 1.8-inch SSD

Answer: C

Question: 24

A System x sales professional is discussing IBM Systems Director with a customer. The customer has both IBM and HP servers installed. The IT Director favors the HP Systems Insight Manager product. Which of the following points should be stressed in this situation?

- A. IBM Systems Director can manage both IBM and HP servers
- B. IBM Systems Director can manage both virtual and physical servers
- C. IBM Systems Director supports both SSL and SSH for remote security
- D. IBM Systems Director may be installed on either Windows or Linux servers

Answer: A

Question: 25

A customer is planning to implement a new x3850 X5 server and wants to connect to their existing EMC CLARiiON CX700. Which of the following resources should the specialist use to verify that this is a supported solution?

- A. SSCT
- B. Alinean
- C. TechLine
- D. ServerProven

Answer: D

Question: 26

A prospect is considering a BladeCenter H chassis with 10Gb switches. The number of Ethernet ports is important to them. What is the best source for this information?

- A. xREF
- B. ServerProven
- C. Configuration and Options Guide
- D. BladeCenter Interoperability Guide

Answer: D

Question: 27

A System x customer is finally considering virtualizing their existing x86 server farm. They are risk averse and ask their sales professional to recommend the most widely used hypervisor. Which of the following meets this customer requirements?

- A. KVM
- B. VMware
- C. Hyper-V
- D. Citrix / Xen

Answer: B

Question: 28

A System x administrator is considering new storage subsystems. Which of the following is a benefit of HDD over Solid State?

- A. Cost per GB
- B. Increased bandwidth
- C. Higher transfer speed
- D. Higher power consumption with solid state

Answer: A

Question: 29

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. Switch the solution to a PureFlex System Enterprise configuration
- B. Add features to the configuration to include more storage capacity
- 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: B

Question: 30

A customer is concerned with the initial purchase price of the solution. However, the customer recognizes that the solution will provide longer term benefits. What analysis should be performed for this customer?

- A. Net Present Value (NPV)
- B. Internal Rate of Return (IRR)
- C. Total Cost of Ownership (TCO)
- D. Total Cost of Acquisition (TCA)

Answer: C

Question: 31

A client is looking at installing a new virtualization platform. They require all two socket servers to have six 10Gb network connections and two fibre connections. Which IBM offering best fits their requirements?

- A. x3550 M4
- B. x3650 M4
- C. x240 node
- D. HS23 blade

Answer: B

Question: 32

A client is looking for a platform for implementing a business intelligence solution. They want to install a large number of identical two socket servers, and have decided to also install virtualized storage. Which IBM offering best fits their requirements?

- A. x3550 M4
- B. PureData
- C. x3850 X5

D. iDataPlex

Answer: A

Question: 33

A client traditionally purchased Blades and BladeCenter H chassis from IBM. They are currently looking to refresh their datacenter and swap out their chassis and servers. The sales professional recommends they go with a Flex System Chassis. Which one of the following statements is a benefit of a Flex System Chassis over a BladeCenter H Chassis?

- A. The Flex Chassis has more server bays
- B. The Flex Chassis takes up less rack space
- C. There is a management appliance you can use with the Flex Chassis
- D. Flex Chassis has fewer power supplies and is more energy efficient

Answer: C

Question: 34

An prospect has many server and storage types and is discussing systems management. They have discussed UCS and IBM Systems Director. Which of the following is an advantage of Systems Director?

- A. UCS is limited to Cisco devices
- B. Systems Director comes preloaded with many IBM servers
- C. Systems Director support is a no charge feature with many IBM servers
- D. Systems Director can manage up to twenty OEM devices at no additional charge

Answer: D

Question: 35

A retail customer is looking at ways to reduce power requirements. They are considering deploying two hundred IBM HS23 blades running Red Hat Linux in the IBM BladeCenter H chassis. The customer has already chosen Intel low power CPUs. The customer requires 45GB of storage. Which of the following on-board storage option allows the customer to reduce power consumption of each blade?

- A. Two 73GB 10K SAS HDD SFF
- B. Two 31GB SATA 2.5 inch SSD
- C. One 50GB SATA 1.8 inch SSD
- D. Two 50GB SATA 2.5 inch SSD

Answer: D

Question: 36

An eX5 client is concerned about the cost-per-GB of the proposed SAS disk-based solution, and suggests using SATA disk technology in order to reduce costs for their 24x7 mission-critical Microsoft SQL Server application. Which of the following must be discussed with this customer?

- A. SATA drives require more floor space compared with SAS
- B. SAS drives are faster but SATA drives are much more reliable
- C. SATA storage is slower and designed for a lower duty cycle compared with SAS
- D. SAS drives support automatic rebuild upon failure, SATA must be rebuilt manually

Answer: C

Question: 37

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

Answer: B

Question: 38

A customer is planning to configure Call Home for their small group of five System x3650 M4 servers running ESXi. Which of the following requires the least amount of effort to configure Call Home in this environment?

- A. IMM2
- B. Dynamic System Analysis
- C. Service and Support Manager
- D. Systems Director 6.3.1 or later

Answer: A

Question: 39

A customer is concerned about rising power costs, and the limited space they have left in the data center. They have been doing some research and would like to know if they should implement virtualization. Which of the following product families should be discussed with them?

- A. PureApplication System
- B. x3250 M4 servers and VMware
- C. BladeCenter, blades and VMware
- D. x3650 M4 servers, networking and racks

Answer: C

Question: 40

A System x prospect has very limited technical resources for managing their infrastructure. They ask what System x technology could address this issue. Which of the following should be recommended?

- A. ESA
- B. IMM
- C. AMM
- D. eX5

Answer: A

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