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### IBM Storage Sales Exam

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**QUESTION 1**

A customer is evaluating the best method to consolidate storage for their local open systems direct attach servers. They want good performance but cost is also a deciding factor. Which of the following technologies would provide good perfomance and still meet constrained coost objectives.

A. SAS

B. FICON

C. iSCSI

D. Fibre Channel

Correct Answer: C

**QUESTION 2**

A customer\\'s major concern is the high cost of implementing SAN attached storage. They do need to consolidate storage and share data while utilizing existing network infrastructure. Which IBM product should be proposed?

A. N series

B. DS6000 Storage Systems

C. DS8000 Storage Systems

D. SAN Volume Controller

Correct Answer: A

**QUESTION 3**

A customer has SCSI attached storage for their Windows servers. The customer is allocating money in next year\\'s budget for additional SCSI attached storage. What question should be asked to determine the proper Storage solution to propose?

A. What backup solution are you using?

B. How many people manage your servers?

C. Have you looked at IBM SCSI solutions?

D. Would you consider a single storage pool?

Correct Answer: D

**QUESTION 4**

Which company is leading the SPC-1 (Storage Performance Council) benchmark

A. EMC

B. SUN

C. Dell

D. IBM (International Business Machines)

Correct Answer: D

QUESTION 5

Which of the following data retention solutions is considered to be the market share leader?

A. HP RISS

B. EMC Centera

C. IBM System Storage DR550

D. NetApp FAS3000 with SnapLock

Correct Answer: B

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