



# 000-960<sup>Q&As</sup>

IBM Storage Sales Exam

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#### QUESTION 1

A customer is facing an audit in a few months. The company needs to show it is storing his data point in time regulated information properly. Therefore he wants to consolidate his data in an appropriate Storage Solution. But before purchasing he wants to validate the design. What is the appropriate contact at IBM?

- A. IBM PartnerWorld
- B. IBM Competeline/Techline
- C. IBM Executive Briefing Center
- D. Business Partner Innovation Center

Correct Answer: C

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#### QUESTION 2

What is the value proposition of IBM's System Storage Strategy?

- A. Recovery Services, Business Continuity, Infrastructure Simplification
- B. Business Impact Analysis, Service Level Agreement, Recovery Point Objective
- C. Information Infrastructure security, retention, availability, and compliance.
- D. Hierarchical Storage Management, Disaster Recovery Management, Data Migration

Correct Answer: C

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#### QUESTION 3

A customer has a requirement to archive selected data for the purpose of satisfying government regulatory requirements. They have 80 TB of data currently stored in a DB2 database on a DS8100. What should the IBM storage specialist recommend?

- A. 3996 Optical Library
- B. DR550 with Content Manager
- C. DS5100 with SATA disk drives
- D. TS3500 Tape Library with LTO tape drives

Correct Answer: B

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#### QUESTION 4

During a presentation on the DS5100, a member of the customer's IT staff asks if the storage system cache is



mirrored. Which competitor is most likely to have highlighted mirrored cache as a feature of their storage system?

- A. EMC
- B. HDS
- C. Sun
- D. 3Par

Correct Answer: A

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#### QUESTION 5

A customer has a huge amount of files on different distributed locations and is looking for a corporate common solution. Which of the following is the best option to recommend?

- A. NSeries
- B. Virtual File Manager
- C. Windows File Servers
- D. General Parallel File System (GPFS)

Correct Answer: D

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