



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

IBM Storage Sales Exam

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#### QUESTION 1

Which of the following will an EMC sales representative most likely use as an advantage of Centera over the IBM System Storage DR550?

- A. Centera adds storage without adding processing power
- B. Centera has the largest install base for data retention products
- C. Centera has modular, open components that can be customized for a customer's environment
- D. Centera is a single-vendor solution for regulatory compliance including hardware, software, and services

Correct Answer: B

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#### QUESTION 2

A sales specialist is assigned a new account that favors EMC in a mixed storage environment. The only point of entry is a staff dissatisfied with EMC's products due to their frustrations managing EMC equipment in a mixed environment. Which of the following is the best strategy for the storage sales specialist to use?

- A. Explain the benefits of TPC for fabric
- B. Explain the benefits of the System Storage DS5000 family
- C. Explain the benefits of IBM System Storage SVC compared to EMC Invista
- D. Advise them that the CLARiiON line is aging and not delivering high customer value

Correct Answer: C

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#### QUESTION 3

Which of the following software applications provides non-erasable and non-rewriteable data protection on the IBM System Storage N3700?

- A. SnapLock
- B. SnapShot
- C. SnapVault
- D. SnapMirror

Correct Answer: A

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#### QUESTION 4



You are preparing the IBM System Storage DS6800 proposal for replacing a customer's EMC Symmetrix whose warranty has expired. What should be the key elements that describe the Total Cost of Ownership advantage of a new IBM System Storage DS6800 compared to keeping the Symmetrix?

- A. Less weight and smaller footprint
- B. Flexible warranty and lower power consumption
- C. Three year warranty and no software maintenance
- D. FlashCopy included versus extra cost for TimeFinder

Correct Answer: B

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#### QUESTION 5

A customer wants to reduce storage cost by avoiding the duplication of data between their UNIX and Microsoft Windows. The IBM System Storage N series product family can satisfy this requirement by providing file sharing through which of the following.

- A. FCP and SAS.
- B. NFS and CIFS.
- C. FTP and FICON.
- D. HTTP and SCSI3.

Correct Answer: B

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