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**Vendor:** IBM

**Exam Code:** 000-450

**Exam Name:** Midrange Storage Sales V1

**Version:** Demo

## Exam A

### QUESTION 1

Which two of the following are examples of a company's legal need to comply with data retention?

1. Cost
2. Growth
3. Risk
4. Availability

- A. 1, 2
- B. 2, 3
- C. 3, 4
- D. 1, 4

**Correct Answer:** C

### QUESTION 2

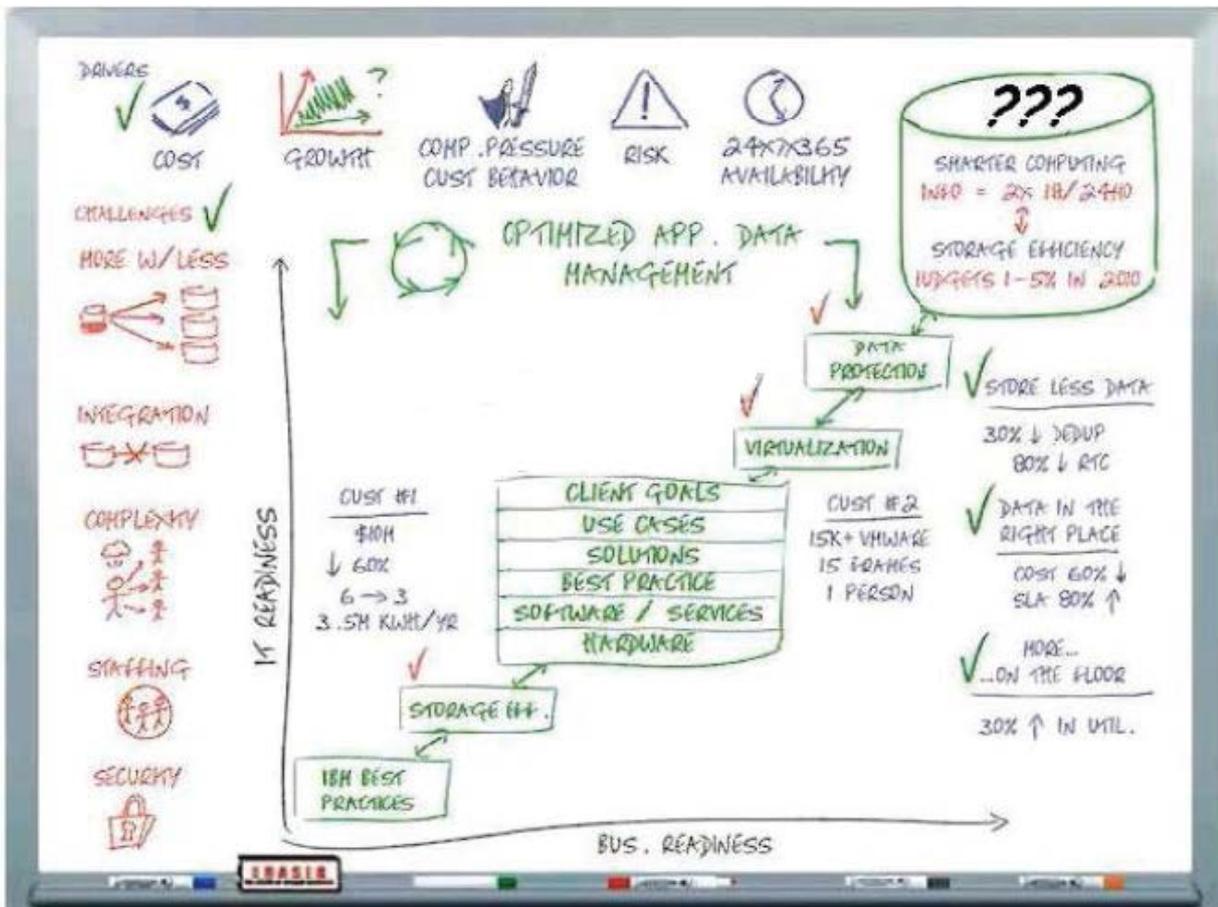
Customer has two datacenters 1000 km apart, and wishes to perform disaster recovery across a small set of disks (less than 10 TB). What is likely to be the most costly part of this solution over a three year period?

- A. Switch and replication hardware charges
- B. Disk storage hardware and warranty costs
- C. Storage administration and support costs
- D. Line charges from telecommunications vendors

**Correct Answer:** D

### QUESTION 3

Using the IBM One Voice Whiteboard Presentation as a reference, the initial discovery of a customer's IT platforms, their use cases and overall goals, incorporating IBM best practices, virtualization and data protection to gain greater storage efficiency, this customer is being driven toward\_\_\_\_\_.



- A. More on the floor.
- B. Workload optimization.
- C. Data in the right place.
- D. Correct staffing levels.

**Correct Answer: B**

**QUESTION 4**

A customer with POWER7 servers running mission critical DB2 applications in a stock market transaction application have data centers at 2000 km distance. They need near zero recovery time. Which of the following is the appropriate solution for this customer?

- A. DS3500 with Metro Mirror
- B. N series with Flash Cache
- C. DS8800 with Global Mirror
- D. Storwize V7000 with TPC for Replication

**Correct Answer: C**

**QUESTION 5**

A client has a file server with 100 TB of usable storage. The growth rate of the data is 50% per year. The majority of the data rapidly becomes inactive data and is not frequently accessed. The customer would like to implement a solution that would automatically migrate the inactive data to a less expensive disk. Which solution would meet the customer's requirements?

- A. DS8800
- B. DS3524 Express

- C. XIV system Gen3
- D. Storwize V7000 Unified

**Correct Answer:** D

**QUESTION 6**

The sales team is discussing the Storwize V7000 with the customer. The customer has asked about the software features of the Storwize V7000.

Which of the Storwize V7000 software features are available at an additional cost?

- A. Easy Tier, FlashCopy
- B. FlashCopy, External Virtualization
- C. Metro/Global Mirror, Thin Provisioning
- D. External Virtualization, Metro/Global Mirror

**Correct Answer:** D

**QUESTION 7**

TCOnow! for Disk provides what value?

- A. Provides the CIO with an ROI comparison
- B. Compares speeds and feeds of disk storage systems
- C. Analysis of a 'head to head' comparison of disk storage solutions
- D. Compares features of Storage Systems advanced functions and software

**Correct Answer:** C

**QUESTION 8**

A customer needs approximately 800 TB of network attached storage for unstructured media files in a single file system. Which of the following choices would be the best solution for this customer?

- A. N3240
- B. DCS3700
- C. IBM SONAS
- D. Storwize V7000 Unified

**Correct Answer:** C

**QUESTION 9**

Which of the following are supported host interface types on the Storwize V7000?

- A. 6 Gbps SAS, 4 Gbps iSCSI and 8 Gbps FC
- B. 1 Gbps iSCSI, 3 Gbps SAS and 8 Gbps FC
- C. 8, 4, and 2 Gbps FC, 1 and 10 Gbps iSCSI
- D. 20 Gbps InfiniBand, 8 Gbps FC and 10 Gbps iSCSI

**Correct Answer:** C

**QUESTION 10**

A customer has an existing IBM System Storage N6040 and is requesting a replication license to fail over workload to a secondary N series device in the event of a disaster.

Which software product will address the customer's requirement?

- A. SnapLock
- B. FlexClone
- C. SnapMirror
- D. SnapRestore

**Correct Answer:** C

**QUESTION 11**

A customer is looking to consolidate multiple heterogeneous SAN islands. To do this, what must the customer consider first?

- A. Single management interface
- B. Creating a singular SAN fabric
- C. Picking a singular vendor and storage platform
- D. Storage tiering with automatic hot spot detection

**Correct Answer:** B

**QUESTION 12**

A customer is running out of floor space on their data center using an aging EMC DMX. They are a loyal EMC customer but the CIO is willing to have a quick discussion with IBM. What IBM storage efficiency technologies should be discussed to address their floor space issue?

- A. Flash copy and replication
- B. Tape automation and LTO tape
- C. Storage virtualization and thin provisioning
- D. Automated tiering and external virtualization

**Correct Answer:** C

**QUESTION 13**

A customer is currently running a large, multiple server Red Hat Enterprise Linux version 6 environment with DS5000. The sales specialist believes the storage sales opportunity can best be met with a Storwize V7000, but some of the customer's IT operations staff has concerns about implementation of the Storwize V7000 in the existing environment. Which of the following should the sales specialist be prepared to discuss FIRST to convince the IT staff to support the proposal?

- A. Upgrade and warranty options
- B. Overall cost of the Storwize V7000 solution
- C. Storwize V7000 power and space planning requirements
- D. Multipathing options, and server and storage migration

**Correct Answer:** D

**QUESTION 14**

A customer has an IBM TS3310 configuration with LTO-4 technology that is out of capacity. They currently use 100 LTO-4 cartridges which are full, and will need to store an additional 100 TB. If they switch to LTO-5, how many LTO-5 cartridges would they need to buy? Assume the existing data from the LTO-4 cartridges will be rewritten onto LTO-5 cartridges.

- A. 50
- B. 80
- C. 100
- D. 120

**Correct Answer:** D

**QUESTION 15**

What IBM tool is most appropriate to simulate scenarios to meet customer response time requirements?

- A. Disk Magic
- B. Capacity Magic

- C. TCOnow! for Disk
- D. ProtecTIER Capacity Planner

**Correct Answer: A**

**QUESTION 16**

During storage discussions the customer has said they want to move away from Fibre Channel SAN switches and use Ethernet only in their environment.

What is an area that must be discussed with the customer to assure this conversion will be successful?

- A. Determine which vendor supplies the current SAN switches.
- B. Check that the NIC cards the customer plans to use are supported by IBM.
- C. Confirm that the customer's applications can run Ethernet block protocols.
- D. Identify whether the customer is running Disaster Recovery or Remote Mirroring.

**Correct Answer: C**

**QUESTION 17**

A customer is a rapidly growing company requiring midrange block storage, but wants to minimize storage management complexity and cost. A single Storwize V7000 is proposed, but the customer is concerned that they will quickly grow from 200 TB to 400 TB of capacity and thus outgrow the solution.

Which of the following is the best response to this concern?

- A. Easy Tier on Storwize V7000 is no charge and automatic, thus providing an easy way to manage the storage as well as improve the performance.
- B. Clustering Storwize V7000 provides a way to grow capacity in a single management instance using small form factor or large form factor drives.
- C. Utilizing 3 TB drives in a single Storwize V7000 controller and expansion drawers provides the capacity needed as well as the single management interface.
- D. Storwize V7000 with no charge Active Cloud Engine allows the customer to mix and match small form factor drives and large form factor drives in a single management interface.

**Correct Answer: B**

**QUESTION 18**

A customer learns that their storage is no longer supported with the version of Linux required by an application they are using. How can this customer extend the useful product life of their existing storage?

- A. Have the customer migrate to NFS protocol
- B. Have the customer update the drivers on the servers
- C. Put the existing storage behind a SAN Volume Controller
- D. Have the customer update the code level on their storage device

**Correct Answer: C**

**QUESTION 19**

A customer requires 30 TB of relatively inexpensive block storage for a DB2 database in the midrange space. The customer also mentions the need for future performance increase as the project moves from test and development status to full production over the next year.

Which of the following would be an appropriate choice for this customer?

- A. Storwize V7000 with small form factor drives, and a second disk control enclosure added later for additional performance.
- B. Relatively low cost N3220 or IM3240 with SAS drives today, and the addition of PAM (Flash Cache) when additional performance is needed.
- C. DS3500 with a small number of SSD and large nearline SAS drives to keep down the cost, with

Easy Tier turned on when needed to optimize performance.

- D. A 15 module XIV System Gen3 with relatively inexpensive nearline SAS drives for capacity and low cost, with the option of adding SSD for speed in the future.

**Correct Answer:** A

**QUESTION 20**

What feature, introduced in the LTO-5 specification, enables the use of LTFS?

- A. Skip Synch
- B. Media Partitioning
- C. Large data buffers
- D. Magneto Resistive Heads

**Correct Answer:** A

**QUESTION 21**

A customer has a DS5300 in a very large VMware environment.

What software from IBM could be utilized to monitor and manage the storage from within VMware?

- A. DS Storage Manager
- B. IBM Systems Director
- C. vCenter Management Plug-In
- D. Tivoli Productivity Center Select

**Correct Answer:** C

**QUESTION 22**

Which of the following drive types can be combined in a single EXP5000 expansion unit?

- A. SATA and FC only
- B. SSD and SAS only
- C. SSD, SATA and FC only
- D. SSD, SAS, FC and SATA

**Correct Answer:** C

**QUESTION 23**

Which of the following IBM System Storage products supports a maximum of 16 GB of cache in a standard dual controller configuration?

- A. N6270
- B. DS5300
- C. XIV system
- D. Storwize V7000

**Correct Answer:** D

**QUESTION 24**

The DS3500 series has fully redundant I/O paths with automated failover and mirrored data cache. These are examples of which value proposition?

- A. High availability
- B. Automated tiering
- C. Green efficiencies
- D. Performance advantage

**Correct Answer: A**

**QUESTION 25**

A potential customer benefit of IBM LTO-5 is:

- A. Ability to utilize LTFS
- B. Provides faster SCSI connection
- C. Features Fibre Channel at 4 Gbps
- D. Offers the capability to Read/Write Ultrium 3 cartridges

**Correct Answer: A**

**QUESTION 26**

The management functions included with the IBM DS5000 Storage Manager are very similar to an offering from which other vendor?

- A. HP
- B. Nexsan
- C. Oracle
- D. Dell EqualLogic

**Correct Answer: C**

**QUESTION 27**

A customer expresses dissatisfaction with the utilization numbers of their current heterogeneous storage resources, and with the management complexity. Which IBM product best satisfies the customer requirements?

- A. Data deduplication with ProtecTIER
- B. Virtualization with SAN Volume Controller
- C. Data compression with IBM Real-time Compression Appliance
- D. Performance monitoring with Tivoli Storage Productivity Center

**Correct Answer: B**

**QUESTION 28**

A customer wishes to extend the useful life of their current storage capacity, which consists of EMC CLARiiON CX-240, IBM DS3500, and HP MSA storage. What feature of the SAN Volume Controller would be most important to this customer?

- A. SVC provides scalability on a per-node basis
- B. SVC provides additional cache write capabilities
- C. SVC provides distribution of data across metro distances
- D. SVC provides thin provisioning across all managed volumes

**Correct Answer: D**

**QUESTION 29**

A manufacturing customer has an existing SAN for their AIX servers and they want to add their Windows servers with file level access to their existing storage system. Which of the following is the lowest cost solution?

- A. N6240
- B. DS3500
- C. DCS3700
- D. XIV system

**Correct Answer: A**

**QUESTION 30**

The IBM Real-time Compression Appliance supports:

- A. NDMP data on an IBM N3240
- B. VMware iSCSI storage on a DS5300
- C. Read data in SSD cache in XIV system Gen3
- D. NFS storage on an EMC Celerra/VNX environment

**Correct Answer:** D

**QUESTION 31**

A customer has a single IBM Storwize V7000 Control Enclosure with 4 expansion enclosures attached. The customer is looking at expanding this configuration. What is the maximum number of expansion enclosures that can be added to this configuration?

- A. 3
- B. 4
- C. 5
- D. 6

**Correct Answer:** C

**QUESTION 32**

A customer has looked at EMC VNX and the promise of storage federation. Which IBM solution offers this capability today?

- A. DS8800 with Easy Tier
- B. IBM V7000 Unified with TSM/HSM
- C. IBM XIV system Gen3 with InfiniBand
- D. IBM SAN Volume Controller with split I/O groups

**Correct Answer:** D

**QUESTION 33**

A customer is looking at the STK SL-3000 library to replace an STK L-500 tape library that is coming off of a 7-year lease. They would like to compare the STK SL-3000 to an IBM TS3500 library. Which is an advantage of the TS3500 that the sales representative should emphasize?

- A. Supports IBM LTO drives
- B. Provides encryption capabilities
- C. Supports more drives and cartridges
- D. Supports both LTO-4 and LTO-5 technology

**Correct Answer:** C

**QUESTION 34**

A government agency is looking for a data deduplication solution requiring the highest levels of data integrity. They are comparing solutions from both IBM and Data Domain. Which feature of the IBM ProtecTIER solution should the sales specialist emphasize?

- A. Restore times
- B. High availability
- C. Hashing algorithms
- D. Binary differential process

**Correct Answer:** D

**QUESTION 35**

In which way does the IBM System Storage DS3500 assist customers in meeting energy efficiency goals?

- A. Spin-down capability allows for power consumption only when required
- B. Intermix of SAS and Near-line SAS allows tailoring of capacity and power consumption
- C. The virtual capacity of a thin provisioned volume is typically significantly larger than its real capacity
- D. Intermix of Solid State, SAS and SATA drives in a 3.5-inch form-factor allows tailoring of capacity and power consumption

**Correct Answer:** B

**QUESTION 36**

A publicly held company is in litigation with one of their former employees, and has been asked to provide electronic evidence of emails sent by that employee over the preceding year. This has created a new focus around data retention and retrieval. The customer has several data types and would need to store several hundred terabytes (TB). What IBM product meets this customer's needs?

- A. IBMTS3200
- B. IBMDCS3700
- C. IBM Information Archive
- D. IBM ProtecTIER TS7650 Appliance

**Correct Answer:** C

**QUESTION 37**

What is a key benefit of the IBM System Storage SAN Volume Controller?

- A. SVC supports a 4 node cluster with 2 I/O groups
- B. SVC virtualizes the servers and the storage subsystems
- C. SVC supports up to 16 direct attached storage subsystems
- D. SVC visualization separates the servers from the storage subsystems

**Correct Answer:** D

**QUESTION 38**

Which one of the following best describes the advantages of Long Term File System (LTFS)?

- A. Increases the capacity on the tape cartridge
- B. Eliminates the requirement for back-up software
- C. Provides up to 48% lower power consumption in idle mode
- D. Increases the number of available partitions in the library

**Correct Answer:** B

**QUESTION 39**

A customer requires the highest capacity within a single 42U rack. Which of the following IBM storage products provides the greatest physical capacity and density within a single rack?

- A. XIV system Gen3 with 15 modules
- B. DCS3700 with 1818-80e Expansion Units
- C. DS5300 with EXP5060 High Density Enclosures
- D. Storwize V7000 with small form factor expansion enclosures

**Correct Answer:** B

**QUESTION 40**

A customer with a Windows 2008 server environment requires additional NAS storage but wants to make sure that the new storage is used as efficiently as possible. The customer currently has IBM N6040, IBM TS3310, and IBM DS3500.

Which of the following would help the customer in this situation?

- A. Use of virtualization on the Storwize V7000 Unified to manage N6040 CIFS files
- B. Use of Easy Tier on Storwize V7000 Unified to move inactive data to the TS3310
- C. Use of Active Cloud Engine on Storwize V7000 Unified to move inactive data to a lower tier of storage
- D. Use of virtualization on Storwize V7000 Unified to consolidate DS3500 and Storwize V7000 Unified CIFS storage into a single repository

**Correct Answer:** C

**QUESTION 41**

A customer has 100TB of NetApp storage, used for NFS and CIFS file sharing. The existing NetApp devices are near capacity, and do not have much room to add drives.

What would be a choice to allow this customer to extend the useful life of the NetApp devices?

- A. Front-end the devices with TSM built-in deduplication
- B. Front-end the devices with SVC and use thin provisioning
- C. Front-end the devices with ProtecTIER and use compression
- D. Front-end the devices with Real-time Compression Appliances

**Correct Answer:** D

**QUESTION 42**

A sales specialist is creating a proposal for IBM BladeCenter and DS5000 which will be integrated in to an IBM-only storage and server environment. The client needs to better manage their servers and storage.

What management offering should the sales rep include in the proposal?

- A. Storage Manager GUI
- B. Tivoli Storage Productivity Center
- C. IBM Systems Director Storage Control
- D. System Storage Productivity Center (SSPC)

**Correct Answer:** C

**QUESTION 43**

Which of the following allows the Storwize V7000 the ability to make application-aware snapshots?

- A. SnapManager
- B. Systems Director
- C. Tivoli FlashCopy Manager
- D. Tivoli Storage Productivity Center

**Correct Answer:** C

**QUESTION 44**

Which of the following software features/products are available at additional cost for the Storwize V7000?

- A. Thin Provisioning, Easy Tier, FlashCopy
- B. FlashCopy, FastBack for Storwize V7000, External Virtualization
- C. Easy Tier, Tivoli Storage Productivity Center Select, Tivoli Productivity Center for Replication

D. Tivoli Storage Productivity Center Select, Tivoli Storage Productivity Center for Replication, External Virtualization

**Correct Answer:** D

**QUESTION 45**

How can the DS5300 be managed?

- A. DS Storage Manager only
- B. CLI, DS Storage Manager and IBM Systems Director
- C. VMware VAAI, Storage System Productivity Center and Hardware Management Console
- D. Tivoli Storage Productivity Center, Tivoli Storage Manager and Hardware Management Console

**Correct Answer:** B

**QUESTION 46**

The IBM TS7610 ProtecTIER Appliance Express is a data protection offering for customers backing up no more than how much data per week?

- A. 3 TB
- B. 5 TB
- C. 7 TB
- D. 10 TB

**Correct Answer:** A

**QUESTION 47**

An electronic chip manufacturer has a need to store engineering drawings for a minimum of 20 years. They are currently adding 500 TB of capacity to their H series platforms annually but needs to find a low cost way to share these drawings with a second location. Which of the following solutions would meet their needs?

- A. An electronic chip manufacturer has a need to store engineering drawings for a minimum of 20 years. They are currently adding 500 TB of capacity to their H series platforms annually but needs to find a low cost way to share these drawings with a second location. Which of the following solutions would meet their needs?
- B. Install N series at the remote location, and use SnapMirror to replicate the data
- C. Install LTFS on servers to write to tape, and duplicate tapes to send to the remote site
- D. Install the Real-time Compression Appliance to reduce the need for primary storage and replicate to the second site

**Correct Answer:** C

**QUESTION 48**

A customer has a single site today and is looking at disaster recovery solutions for their existing Storwize V7000. In addition to a second Storwize V7000 at another site, which IBM product should be recommended to the customer?

- A. IBM Tivoli Storage Manager
- B. IBM Tivoli FlashCopy Manager
- C. IBM Storwize V7000 Remote Mirroring
- D. IBM Storwize V7000 External Virtualization

**Correct Answer:** C

**QUESTION 49**

A customer currently does not use NAS storage and their file server growth is out of control. All of the following are benefits of N series consolidation EXCEPT:

- A. Reduce administrative overhead
- B. Decreased storage utilization rates
- C. Reduce disruptions to end users during backups
- D. Flexibly provision storage and storage services in minutes

**Correct Answer:** B

**QUESTION 50**

A university has asked for proposals to put digitally recorded lectures (video) and educational materials online for students to review. What characteristic of this workload is addressed by the V7000 Unified?

- A. Video and images typically use file based access
- B. Educational customers need to encrypt information
- C. Storwize V7000 supports VMware Virtual Desktop Environments (VDI)
- D. Storwize V7000 supports Apple storage, market leader of the video editing industry

**Correct Answer:** A

**QUESTION 51**

Customer wants to use the IBM Real-time Compression Appliance (RTCA) to provide faster access and more capacity on an N6040. However, the customer is concerned about business continuity.

Which would be an appropriate response?

- A. Recommend the customer install a pair of RTCAs in case one fails
- B. Put SVC behind the RTCA and do VDisk mirroring to the backend disk
- C. Recommend the customer install redundant SAN fabrics for automatic failover
- D. Recommend the customer purchase a second N6040 and VDisk mirror from the RTCA to the second N6040

**Correct Answer:** A

**QUESTION 52**

A customer, George Adams, of Stimnex, has a Storwize V7000 installed at 7001 Lake Circle, and a second Storwize V7000 installed at 4685 International Parkway, and would like to replicate data between the two systems. The two locations are approximately 15 kilometers apart. What method of Enhanced Remote Mirroring is required for this customer?

- A. Global Copy
- B. Metro Mirror
- C. Global Mirror
- D. Remote Support Manager

**Correct Answer:** B

**QUESTION 53**

A banking customer is implementing a new mainframe application that requires Count Key Data disk and deduplication Virtual Tape Library.

What combination of products meets the criteria?

- A. IBM DS8800 and IBM ProtecTIER TS7680
- B. IBM DS5300 and IBM ProtecTIER TS7650G
- C. IBM Storwize V7000 and IBM ProtecTIER TS7610
- D. IBM N series and IBM ProtecTIER TS7650 Appliance

**Correct Answer:** A

**QUESTION 54**

An existing N series customer is looking for a software solution that will provide application aware snapshots for backup purposes on their ERP system.  
Which family of N series software meets the criteria?

- A. SnapVault
- B. SnapMirror
- C. SnapManager
- D. SnapRestore

**Correct Answer: C**

**QUESTION 55**

An existing N series customer has a number of Windows and AIX servers with local storage and is looking to integrate their disk with N series snapshots for backup purposes.  
Which IBM N series software product will allow this capability?

- A. SnapClone
- B. SnapMirror
- C. SnapBackup
- D. Open Systems SnapVault

**Correct Answer: D**

**QUESTION 56**

A sales specialist is working with a customer that is currently unhappy with their existing non-IBM backup software, and is looking at in-line data deduplication solutions.  
What combination of IBM products should the sales person lead with?

- A. SAN Volume Controller and TS3310 tape library
- B. Tivoli Provisioning Manager and TS7740 Virilization Engine
- C. Tivoli Storage Manager and ProtecTIER TS7610 Appliance Express
- D. Storwize V7000 Unified and Tivoli Storage Productivity Center Select

**Correct Answer: C**

**QUESTION 57**

A manufacturing company is looking for a SAN that provides historic monitoring/reporting capabilities and application aware snapshots.  
What combination of IBM products would a sales representative recommend?

- A. DCS3700 and Mashup Center
- B. DS5300 with Tivoli Storage Manager and Tivoli FastBack
- C. TS7650 ProtecTIER Deduplication Appliance and Cognos Active Report
- D. Storwize V7000 with Tivoli Storage Productivity Center Select and Tivoli FlashCopy Manager

**Correct Answer: D**

**QUESTION 58**

A customer is implementing a server consolidation project and is looking at storage solutions that provide primary storage deduplication.  
What combination of technologies should the sales representative recommend?

- A. System x server and N series
- B. Tivoli Storage Manager and Real-time Compression Engine
- C. Tivoli Storage Productivity Center and FlashCopy Manager
- D. IBM AIX server and TS7650 ProtecTIER Deduplication Appliance

**Correct Answer: A**

**QUESTION 59**

A sales specialist has heard of a sales incentive for each unit of IBM Real-time Compression Appliance they sell. Which install base should the sales specialist target?

- A. Customers using HP EVA disk
- B. Customers using IBM DS5000 disk
- C. Customers using EMC Celerra disk
- D. Customers using Hitachi AMS disk

**Correct Answer: C**

**QUESTION 60**

Which IBM resource maintains a web site to assist with sales strategies against EMC?

- A. IBM Innovation Center
- B. IBM Techline CompeteCenter
- C. IBM Executive Briefing Center
- D. IBM Competitive Benchmark Center

**Correct Answer: B**

**QUESTION 61**

A sales specialist is on the way to a meeting with the Data Center Manager to discuss their storage growth. While waiting for the appointment a technical support person asks a specific Storwize V7000 specification question. A laptop is not accessible. What resource is immediately available to answer questions?

- A. Call IBM Techline
- B. The IBM Storage Mobile App
- C. Submit a TechXpress request
- D. Invite the technical person to the meeting to listen to the discussion

**Correct Answer: B**

**QUESTION 62**

Which of the following best describes the TCOnow! for Disk tool?

- A. Residual values are included
- B. ROI analysis is a key component
- C. It is a vendor neutral cost comparison tool
- D. It can compare up to 4 solutions in one case study

**Correct Answer: C**

**QUESTION 63**

An IBM Technical Delivery Assessment must be completed. Where is this checklist located?

- A. IBM Techline
- B. Solution Assurance Library
- C. Systems Storage Product Guide
- D. System Storage Interoperability Center

**Correct Answer: B**

**QUESTION 64**

The three types of an IBM Technical Delivery Assessment (TDA) are:

- A. onsite, remote, hybrid
- B. installation, production, upgrade
- C. pre-sales, pre-installation, post-install
- D. pre-announce, general availability (GA), withdrawn from marketing

**Correct Answer:** C

**QUESTION 65**

A customer is purchasing an IBM storage subsystem that will be first in the enterprise and is on the IBM Designated Product List.

What is the sales team required to complete?

- A. Customer Support Plan (CSP)
- B. Request for Price Quote (RPQ)
- C. Technical Delivery Assessment (TDA)
- D. an IBM TechXpress / Lab Services request

**Correct Answer:** D

**QUESTION 66**

A retail customer is experiencing bottlenecks in their IT environment. Which of the following responses address this issue?

- A. Meet with the IT Director
- B. Present IBM's Smarter Planet storage strategy to CFO
- C. Trial install of Tivoli Storage Manager (TSM)
- D. Perform Disk Magic study

**Correct Answer:** A

**QUESTION 67**

The Information Technology Director at a prospect is interested in purchasing the N3300, and has asked the sales specialist to help present the solution to the Finance Director.

Which of the following should the sales specialist include in the proposal?

- A. CIFS and NFS support is included in the price
- B. A configuration showing the technical detail of the solution
- C. N3300 combines iSCSI, NAS and FiberChannel into a single storage solution
- D. Lowers Total Cost of Ownership (TCO) and improves Return On Investment (ROI)

**Correct Answer:** D

**QUESTION 68**

A retail customer has a combination of Microsoft Windows file servers with direct attached storage and Power Systems with AIX database servers SAN attached to a DS5020. The D5020 is reaching capacity, and the customer needs to migrate to a more scalable storage system.

Which of the following would be most appropriate to ask first?

- A. Will all servers be SAN attached?
- B. What is the budget allocated for storage?
- C. What is the projected storage requirement?
- D. How much space is available in the current storage systems?

**Correct Answer:** B

**QUESTION 69**

The sales specialist is preparing the IBM System Storage DS6800 proposal for replacing a customer's EMC Symmetrix who's warranty has expired. Which of the following TCO advantages should be highlighted in the proposal?

- A. Larger disk capacity
- B. Flexible warranty and lower power consumption
- C. Standard three year warranty and no software maintenance
- D. FlashCopy included versus extra cost for TimeFinder

**Correct Answer:** B

**QUESTION 70**

A small bio-technical company is interested in implementing an IBM storage solution. Which of the following tools can be used to help justify the cost of an IBM System Storage solution to a customer?

- A. Disk Magic
- B. Total Cost of Ownership Now (TCO)
- C. Capacity Magic
- D. System Storage Productivity Center (SSPC) for disk

**Correct Answer:** B

**QUESTION 71**

A customer has Microsoft Windows, Oracle, and Power servers with internal disk. They are porting several applications from other platforms to these servers and need 5 TB of shared disk. Which of the following is the most cost effective, highly available, shared storage solution for this customer?

- A. N5200
- B. DS8700 Storage Server
- C. DS3500 Storage Server
- D. DS5300 Storage Server

**Correct Answer:** D

**QUESTION 72**

A healthcare customer is not satisfied with the utilization of their heterogeneous storage devices. Which of the following solutions should the IBM sales specialist recommend to better provision their storage on demand?

- A. Tivoli Storage Manager (TSM)
- B. IBM SAN Volume Controller (SVC)
- C. IBM Tivoli Storage Productivity Center (TPC)
- D. Tivoli Provisioning Manager (TPM)

**Correct Answer:** B

**QUESTION 73**

A customer has a heterogeneous storage environment and their storage growth rate is 75% per year. Which of the following products would allow this customer to add new applications, new servers and more storage while not forcing them to schedule outages to add these upgrades?

- A. SAN Volume Controller
- B. Tivoli Content Manager
- C. Tivoli Storage Manager
- D. System Storage Productivity Center (SSPC)

**Correct Answer:** A

**QUESTION 74**

A manufacturing customer has a requirement to add twelve additional servers (dual attached) to their existing two Brocade 16 port SAN Switches that have no more ports available. Which of the following should be recommended to accommodate the current capacity requirement, allow for future growth, and provide 8 and 4 Gb support?

- A. TwoSAN80B-4
- B. TwoSAN04B-R
- C. Two SAN16B
- D. One Cisco Storage Director MDS 9506

**Correct Answer:** A

**QUESTION 75**

A sales specialist is talking to a client regarding their current tape library and backup strategy. Which of the following questions would be most appropriate to identify the customer's business challenges?

- A. Type of tape drives?
- B. What software is being used for backup?
- C. Has there been any recent loss of data?
- D. How many tape drives are in the library?

**Correct Answer:** C

**QUESTION 76**

Which of the following topics should be discussed with the customer FIRST, prior to designing a backup and recovery solution?

- A. Data Deduplication (DEDUP)
- B. Disaster Recovery Plan (DRP)
- C. Recovery Point Objective (RPO)
- D. Availability of a secondary site

**Correct Answer:** C

**QUESTION 77**

A banking customer currently has a Microsoft Windows and Linux environment. They need file level access storage to share files across the Windows and Linux hosts. Which of the following offerings meets the customer's requirements?

- A. N6300
- B. DS3500
- C. DS5300
- D. XIV system

**Correct Answer:** A

**QUESTION 78**

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 LAN network infrastructure. Which of the following IBM products should be proposed?

- A. N5300
- B. 9550
- C. DS3500

D. XIV System Gen3

**Correct Answer:** A

**QUESTION 79**

A retail customer has SAS attached storage for their Windows servers, and is allocating money in next year's budget for additional SAS 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 storage environment?
- C. Has the customer considered IBM SAS solutions?
- D. Would the customer consider a single storage pool?

**Correct Answer:** D

**QUESTION 80**

The sales specialist submits a proposal to the customer who asks if the solution supports multilevel Vraid architecture (Vraid0, Vraid1, Vraid5). What major competitor has Vraid architecture?

- A. HP
- B. EMC
- C. SUN
- D. Network Appliance

**Correct Answer:** A

**QUESTION 81**

A manufacturing customer has an existing SAN for their AIX servers and they want to add their Windows servers with file level access to their existing storage pool. Which of the following is the lowest cost solution?

- A. IBM Cisco MDS 9513
- B. N7900
- C. DS3500
- D. N6040

**Correct Answer:** D

**QUESTION 82**

Which of the following competitors offers customers a virtual tape solution for mainframes?

- A. Sony
- B. NetApp
- C. Quantum
- D. Storage Tek

**Correct Answer:** D

**QUESTION 83**

A long-time customer has both IBM servers and storage. The sales specialist has been asked to present an update on the IBM storage portfolio. This specialist suspects there is a competitor actively marketing in the account.

Which of the following questions from the customer would most likely indicate a competitive storage activity?

- A. How can the IBM SAN Volume Controller work in our environment?

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