Vendor: IBM

Exam Code: 000-959

Exam Name: Enterprise Storage Sales V3

Version: Demo

QUESTION 1
A customer has several different storage systems from different vendors all connected on a stor- age area network. All arrays are at least 80% utilized, and the customer needs additional capac- ity. Rack space and power are very limited.

Which SAN Volume Controller concept should a sales specialist emphasize to convince the cus- tomer to purchase a SAN Volume Controller?

A. Compression
B. Deduplication
C. Virtualization
D. Block and file I/O

Correct Answer: A

QUESTION 2
An existing EMC customer has a number of UNIX and Windows based applications that are hosted on an EMC VMAX 10K system and the storage is fully populated. As part of an acquisi- tion, the customer now wants to add a small mainframe into the current environment.

What is the best reason to recommend the DS8870 in this situation?

A. DS8870 provides increased ease of use over the VMAX 10K.
B. A DS8870 is capable of managing Count Key Data (CKD) volumes.
C. The DS8870 is capable of providing system-wide encrypted volumes.
D. A VMAX 10K would require an upgrade to support FICON protocol.

Correct Answer: B

QUESTION 3
A customer has an Oracle database running on z/OS. The customer wants to keep three copies database at separate sites.

Which feature would allow them to do that?

A. Metro Global Mirror
B. Active Cloud Engine
C. Volume Mirroring
D. System z HyperPAV

Correct Answer: A

QUESTION 4
Which architectural functionality of the XIV product almost completely eliminates hot spots?

A. RAID 10
B. SSD caching
C. InfiniBand backplane
D. Data distribution algorithm

Correct Answer: D

QUESTION 5
A customer plans to replace its storage infrastructure which supports Oracle databases and a server farm based on VMware by a storage grid architecture. A Business Partner sales specialist proposes a two XIV grid system with 486 TB of usable capacity and implementation services.

What approach may be used to migrate the applications' data?

A. Configure the XIV with IBM Lab Services
B. Use the XIV native migration facility
C. Develop scripts to automatically move the data
D. Use host resources to migrate the data using LVM

Correct Answer: A

QUESTION 6
A new customer to the TS3500 wants to know if the TS3500 they recently purchased has a three- year 9x5 warranty.

What is the correct answer to give the customer?

A. One year, 7x24 is the standard warranty.
B. Three years, 9x5 is the standard warranty.
C. Three years, 7x24 is the standard warranty.
D. One year, 9x5 is the standard warranty, with an option to provide three years 9x5.

Correct Answer: A

QUESTION 7
The Real-time Compression Appliance can bring compression capabilities to which product?

A. XIV
B. HDS USP
C. NetApp FAS3140
D. Storwize V7000 Unified

Correct Answer: C

QUESTION 8
A customer is considering adding Real-time Compression software to their currently installed SAN Volume Controller.

Which workload would benefit most from Real-time Compression software?

A. video files
B. database
C. software development
D. encrypted files

Correct Answer: B

QUESTION 9
A customer needs a new multiple-terabyte environment to accommodate a large DB2 database.

Which requirements are most critical to obtain to create an appropriate solution?

A. number of IOPS and number of disk drives
B. number of IOPS and amount of physical capacity
C. number of network adapters and number of disk drives
D. number of disk drives and amount of physical capacity

Correct Answer: A

QUESTION 10

A new ProtecTIER customer wants to know what the standard warranty is on that system.
What is the correct answer to give this customer?

A. One year. 9x5 is the standard warranty.
B. One year. 7x24 is the standard warranty.
C. Three years, 9x5 is the standard warranty.
D. Three years. 7x24 is the standard warranty.

Correct Answer: A

QUESTION 11
Which feature clearly differentiates XIV from an EMC VMAX in terms of lowering the total cost of
ownership?

A. throughput
B. thin provisioning
C. graphical user Interface (GUI)
D. ability to utilize multiple RAID types

Correct Answer: D

QUESTION 12
When discussing the SAN Volume Controller's Easy Tier capability with a customer, the sales specialist
mentions that this capability was first developed and utilized in another IBM product prior to its introduction
within the SAN Volume Controller.

Which product is the sales specialist referring to?

A. XIV
B. N7900
C. Storwize V7000
D. DS8000

Correct Answer: D

QUESTION 13
A sales specialist wants to recommend an XIV storage system with the lowest acquisition cost and
therefore is recommending a one-year warranty.

What should the sales specialist know about XIV warranty offerings?

A. Three years 7x24 is the standard.
B. Three years 9x5 is the standard, with an option to provide 7x24.
C. One year 9x5 is the standard, with an option to provide three years 7x24.
D. By choosing the correct machine type, only one year 7x24 will be included.

Correct Answer: D

QUESTION 14
A financial customer running on z/OS has been talking with EMC and now wants to completely eliminate
tap* from their environment.

Which IBM product would allow the customer to do that?

A. TS7720
B. TS7740
C. TS3500
D. TS7650

Correct Answer: A

QUESTION 15
When discussing Business Continuity with a customer, which capability recovers an entire data center at a different site if a natural catastrophe destroys the primary site or otherwise renders it inoperable?

A. High Availability
B. Disaster Recovery
C. IBM SmartCloud Storage Access
D. FlashCopy

Correct Answer: A

QUESTION 16
A sales specialist is preparing a proposal for a customer whose internal cost for borrowing money is 5%.

What should be highlighted in the proposal?

A. The Return On Investment is greater than 6%.
B. The Net Present Value is 5 months or less.
C. The lease note will be above 5%.
D. The Total Cost of Ownership is positive by at least 5%.

Correct Answer: A

QUESTION 17
What is most important in the proof of concept process?

A. timing
B. logistics
C. test plan
D. acceptance criteria

Correct Answer: C

QUESTION 18
A customer is purchasing a NAS solution with 1 PB of useable disk space for a private cloud project and is interested in sharing resources while protecting unauthorized data access between departments.

Which NT950T feature must be configured for this solution?

A. NearStore
B. FlexShare
C. FlexCache
D. MultiStore

Correct Answer: D

QUESTION 19
How do IBM storage products achieve the Self-Optimizing attribute of IBM Smarter Storage?

A. By predicting which drives are going to fail before data is lost
B. By automatically moving data to the most appropriate storage tier
C. By changing speed of individual disks to reduce energy consumption
D. By allowing administrators to manually tune the performance of the system

Correct Answer: B

QUESTION 20
A health care provider who uses Oracle applications on UNIX servers needs to keep 30 back-up copies of the Oracle Database each month. The provider currently stores all copies on a primary disk system but growth is becoming a problem.

Which IBM technology can reduce the health care provider's need to purchase an additional disk and provide fast restoration of the data, if required?

A. Easy Tier with QS8870
B. TS7740 virtual tape
C. deduplication with ProtecTIER
D. System Storage Archive Manager for TSM

Correct Answer: B

QUESTION 21
A customer who has an installed SAN Volume Controller is having latency Issues with their SAN network.

Which function of Tivoli Storage Productivity Center would help diagnose those Issues?

A. Storage Optimizer
B. SAN Storage Planner
C. Tiered Storage Optimization
D. Fabric Performance Management

Correct Answer: C

QUESTION 22
A customer has a rapidly expanding enterprise-level storage requirement and is considering pur- chasing an IBM DS3970 Storage System.

The customer has been approached by an EMC representative. Who has proposed VMAX 10K solution.

What is a potential reason for choosing the DS8870 over the VMAX 10K?

A. supports a larger System Cache
B. capable of utilizing 2.5-inch disk drives
C. capable of system-based data encryption
D. keeps its performance when utilizing internal volume replicas

Correct Answer: A

QUESTION 23
A customer has a DS8870 system and wishes to add additional capacity. The customer states that most new data coming into the system will be reference data (i.e., not accessed very often).

What would be an appropriate recommendation for the sales specialist to make?

A. Add SSDs. which will create an Easy Tier pool, and then let Easy Tier migrate the reference data
B. Add the biggest SAS drive available, and let pool rebalancing migrate the data to the least used disks
C. Add NL-SAS drives and create an Easy Tier pool with or without SSDs. and then let Easy Tier migrate the reference data
D. Add both SSDs and SAS or NL-SAS drives at the same time, as this is the only way to create an Easy Tier pool, and then let Easy Tier migrate the reference data

Correct Answer: C

QUESTION 24

The sales specialist is in a meeting with the Chief Architect, Operations Manager and the lead Storage Administrator. The next step is to present a highly technical solution for enterprise stor- age.

What information should the sales specialist gather during the meeting?

A. an order for the equipment
B. an introduction to the CFO
C. an understanding of the decision criteria
D. a follow-up meeting with the lead Storage Administrator

Correct Answer: C

QUESTION 25
A public Request for Proposal is asking for a typical NAS solution, and one request is a WORM file system to protect data from modification. Due to a high capacity configuration, the sales team configures a N7950T with 100 TB.

Which feature is necessary to include in the configuration?

A. SnapLock
B. SnapVault
C. SnapDrive
D. SecureAdmin

Correct Answer: A

QUESTION 26
A financial customer's main concern is data integrity in their data protection strategy.

Which functionality within the ProtecTIER family should the sales specialist focus on?

A. HyperFactor
B. WORM capability
C. 4 GB memory Index
D. Dual Controllers with automatic failover

Correct Answer: A

QUESTION 27
Which feature enhances IBM XIV Storage System Gen3 in relation to the previous generation IBM XIV Storage System?

A. SSD Caching
B. Proactive self-healing
C. Exceptional rebuild speed
D. Active-active N+1 redundancy

Correct Answer: A

QUESTION 28
IBM Smarter Storage systems have which of these characteristics?

A. Efficient by Design, Big Data Ready, Self-Optimizing
B. Efficient by Design, Self-Optimizing, Cloud Agile
C. Big Data Ready, Self-Optimizing. Cloud Agile
D. Efficient by Design, Big Data Ready, Cloud Agile

Correct Answer: B

QUESTION 29
A customer is looking to develop a single name-space solution that can handle 10 petabytes of data for their x86 servers.

Which IBM solution is able to meet these requirements?

A. SONAS
B. N7950T
C. DS8870
D. XIVGen3

Correct Answer: A

QUESTION 30
Which vendor's directors and switches does IBM still resell with the vendor's logo still present?

A. QLogic
B. Juniper
C. Cisco
D. Brocade

Correct Answer: C

QUESTION 31
A customer is concerned about data protection/redundancy since they have lost data in the past.

Which storage system dynamically and fluidly restores redundancy and equilibrium across all disks in the system during rebuild after a failed disk drive?

A. EMC VNX
B. IBM XIV Gen3
C. HP 3PAR StoreServ 7000
D. IBM Storwize V7000

Correct Answer: B

QUESTION 32
A customer is looking at proposals from IBM, EMC, HP, and HDS, each of which have slightly different usable capacities. Each vendor has a different way of pricing disk drives as well as ad- vanced function software. The customer needs to determine how much each solution will cost over the life of the solution.

What is the best way to calculate that actual cost to make each vendor comparable?

A. cost per TB
B. price per IOPS
C. total cost of ownership
D. total cost of acquisition

Correct Answer: A

QUESTION 33
A customer is looking to move to a cloud environment and wants a solution that can manage servers and storage from a single console.

Which IBM solution should be discussed with the client?

A. IBM System Storage Interoperation Center
B. IBM Systems Director Storage Control

C. IBM Tivoli Storage Productivity Center
D. IBM System Storage Productivity Center

Correct Answer: B

QUESTION 34
A customer uses Tivoli Storage Manager (TSM) with a large DS5000 disk pool and a TS3500 Library with a few LTO-4 drives for their backup. All tape drives and disk pools are fully uti- lized. The backups of their big SAN-based database servers are critical and exceed the cus- tomer's backup window.

What should the sales specialist recommend to speed up database backup for the most significant impact?

A. Move the databases to a faster FC storage (e.g. Storwize V7000)
B. Replace the disk pool with a Storwize V7000 for higher performance
C. Add additional LTO-6 drives to the TS3500 and offer LAN free clients for TSM
D. Enlarge the current disk pool with EXP5000 and offer LAN free clients for TSM

Correct Answer: C

QUESTION 35
A customer plans to migrate data between two DS8870 at two different sites.

Which type of volumes will potentially consume less link bandwidth?

A. Logical volumes
B. standard volumes
C. Parallel access volumes
D. Thin provisioned volumes

Correct Answer: D

QUESTION 36
A customer currently has a DS8870 that has no SSDs installed and is using Easy Tier. They are complaining that important applications are running slowly and impacting the business but they cannot add storage at this time.

What should the sales specialist suggest?

A. Employ encryption to boost write performance
B. Activate compression features to increase capacity
C. Implement I/O Priority Manager to limit less important workloads
D. Switch off Easy Tier and add SSDs then move all critical applications to the Solid State Disk

Correct Answer: C

QUESTION 37
Which Technical and Delivery Assessment is conducted in cases where a new design or new product is going to be installed at the customer site?

A. Pre-sale
B. Post-sale
C. Pre-install
D. Post-install

Correct Answer: C

QUESTION 38
During a meeting, a customer tells the sales specialist that their company is planning a 12C-Win- dows and Linux server consolidation protect and is interested in storage virtualization. The sales specialist also

learns that EMC CLARION, which houses the company's enterprise business data, has no room for disk expansion.

Which SAN Volume Controller value applies to this scenario?

A. SAN Volume Controller is licensed per server.
B. SAN Volume Controller enables additional RAID levels.
C. SAN Volume Controller improves overall workload performance
D. SAN Volume Controller adds a second level data protection on CLARION

Correct Answer: C

QUESTION 39
A customer is interested in a DS8870 feature that transfers frequently accessed blocks of data be- tween spinning disk and solid state disk to increase system performance.

Which feature provides that capability?

A. Easy Tier
B. Thin Provisioning
C. Hierarchical Storage Management
D. FlashCopy

Correct Answer: A

QUESTION 40
The CTO says he/she has a number of existing storage units from different vendors, end wishes to bind them together under a common management point, pooling their resources to increase utilization and avoid performance bottlenecks.

What is this CTO talking about?

A. Automatic storage tiering
B. Storage pooling
C. Storage load balancing
D. Storage virtualization

Correct Answer: D

QUESTION 41
Which statement about Tivoli Storage Productivity Center V5 is correct?

A. Tivoli Storage Productivity Center V5 is licensed per storage enclosure.
B. Tivoli Storage Productivity Center V5 for Disk, Replication, and fabric management are pro- vided as modular options.
C. Tivoli Storage Productivity Center Select V5 offers attractive entry-level pricing and is li- censed per storage enclosure.
D. Tivoli Storage Productivity Center Select V5 provides visibility, control, and automation to managing heterogeneous storage infrastructures.

Correct Answer: C

QUESTION 42
A customer has a growing database environment that is up to 20 TB of useable capacity today. The customer is noticing that there are some hot spots in the existing DS6870 array.

What should be recommended to this customer to reduce the hot spots and increase performance?

A. Add a 15k SAS drive set with thin-provisioning

B. Add a NL-SAS drive set with Easy Tier
C. Add a SSD drive set with Easy Tier
D. Add additional host adapters with multipathing to reduce hotspots

Correct Answer: C

QUESTION 43
Which of the following objectives address how long a customer can afford to be without access to their systems, and how much data they can afford to recreate once the systems are recovered?

A. Recovery Time Objective (RTO), Degraded Operations Objective (DOO)
B. Recovery Point Objective (RPO), Network Recovery Objective (NRO)
C. Recovery Time Objective (RTO), Recovery Point Objective (RPO)
D. Degraded Operations Objective (DOO), Recovery Point Objective (RPO)

Correct Answer: C

QUESTION 44
Which architectural component is a unique part of the XIV system?

A. Monitors health from a dedicated system management console
B. Utilizes all installed drives with no need for spare drives
C. Deduplicates data in the background during light workloads
D. Converts thick volumes to thin volumes when capacity thresholds are met

Correct Answer: B

QUESTION 45
A customer needs to store video files for a minimum of 20 years.

Which characteristic of Linear Tape File System (LTFS) will the customer most benefit form?

A. Improves performance so fewer drives are required
B. Eliminates the need for maintaining backup software
C. Provides higher storage capacities through compression
D. Reduces the amount of cartridges needed via deduplication

Correct Answer: B

QUESTION 46
A sales specialist is unsure about the features of a product.

Which source should the sales specialist consult to find out everything about the product?

A. Product Redbooks
B. Product Announcement Letter
C. Product Planning and Installation Guide
D. IBM Sales Manual (IBM Offering Information)

Correct Answer: D

QUESTION 47
A NetApp and IBM storage customer is discussing Tivoli Storage Productivity Center and On- Command Insight with a sales specialist, who points out a major advantage of IBM over Ne- tApp.

What is this advantage?

A. discovery

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