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Vendor: IBM

Exam Code: C4120-782

Exam Name: IBM PureFlex Systems Sales V2

Version: Demo

QUESTION NO: 1

A customer wants to purchase a PureFlex Power solution and has the need to load software onto the nodes via a DVD. What option does the customer have to satisfy this need?

- A. USB DVD device
- B. DVD-ROM SAS/SATA device
- C. Each node has an integrated DVD
- D. Chassis comes with an integrated DVD

Answer: A

Explanation:

QUESTION NO: 2

Which of the following best describes PureFlex?

- A. An integrated infrastructure with automation and optimization expertise.
- B. An integrated non-virtualized solution of server, storage and networking.
- C. An integrated solution of any current IBM servers, storage and networking components.
- D. A set of independently sold components comprising server, storage and networking, integrated on site.

Answer: A

Explanation:

QUESTION NO: 3

A current HP customer is running Oracle and WebLogic solution which requires eleven four-socket x86 servers. This will be replicated in over one hundred remote geographic locations. Major concerns are growth, TCO, and the ease and speed of deployment. The customer will have to take any final solution to the CEO and the Board of Directors. Which of the following approaches will best position a PureSystem solution?

- A. PureApplication speed of deployment
- B. FSM with an x86 optimized rack solution
- C. PureFlex management and speed of deployment
- D. PureData as a centralized database supporting all remote locations

Answer: C

Explanation:

QUESTION NO: 4

A banking customer is considering implementing PureFlex as part of their long term data center initiative. Which of the following is a benefit of PureFlex?

- A. Provides integrated security by default
- B. Provides rapid deployment of virtual machines
- C. Meets examiner or auditor regulatory requirements
- D. Provides complete data center management for PureFlex and non-PureFlex devices

Answer: B

Explanation:

QUESTION NO: 5

A PureFlex customer has multiple types of spinning drives and solid state drives (SSD). Which of the following PureFlex features enables efficient utilization and optimized performance?

- A. Easy Tier
- B. FlashCopy
- C. Global Mirror
- D. Storage Virtualization

Answer: A

Explanation:

QUESTION NO: 6

A customer technical group is discussing PureFlex with the business partner specialist. The technical group has done some reading about PureFlex and believes many hypervisors are supported. Which of the following hypervisors are supported on PureFlex?

- A. PowerVM, OVM, VMware, and XEN
- B. VMware, KVM, OVM, and PowerVM
- C. XEN, VMware, PowerVM, and Hyper-V
- D. KVM, Hyper-V, VMware, and PowerVM

Answer: D

Explanation:

QUESTION NO: 7

A CIO informs you that he has been tasked with bringing on a new line of business that will be growing quickly. The applications for this new business must be kept separate from the rest of the infrastructure but he wants to exploit the existing shared storage environment investment. Additionally, no new IT staff have been budgeted to handle this new load and it must be quickly implemented. Which PureFlex solution benefits best address this customer needs?best address this customer? needs?

- A.** Flex Systems provides and manages POWER and x86 servers as well as integrated storage and Cisco networking from a single interface.
- B.** SmartCloud Enterprise+ provides a rapid deployment, secure, managed operations environment alleviating the need for additional staff.
- C.** PureFlex is delivered pre-integrated and ready for automated functions including rapid application deployment and platform scaling with an integrated management appliance.
- D.** PureFlex comes prebuilt in a few select configurations designed to meet your needs. It provides simplified management, virtualization and integrated WAS (WebSphere Application Server) to speed deployment and reduce operational costs, provides a single management portal.

Answer: C

Explanation:

QUESTION NO: 8

A customer wants to position an IBM solution against solutions from other vendors. Which of the following resources meet this need?

- A.** WLE
- B.** SSCT
- C.** ServerProven
- D.** Competitive Sales Tool

Answer: D

Explanation:

QUESTION NO: 9

A technical specialist requires additional post sale implementation support beyond what is contained in a PureFlex Enterprise foundation. Which of the following will provide the additional implementation support?

- A. Engage ATS
- B. Engage local CTS
- C. Purchase a Lab Services contract
- D. Convert the order to a Flex System

Answer: C

Explanation:

QUESTION NO: 10

A prospect is considering a single chassis PureFlex integrated solution. Which of the following business pressures could be reduced with the installation of PureFlex?

- A. Lowest cost implementation of open products
- B. Deploying applications faster for quicker time to market
- C. Reduce cost management of zBX, System x, and Power servers
- D. Top of Rack (TOR) Switches flattens the network to reduce management costs

Answer: B

Explanation:

QUESTION NO: 11

A client is considering a PureFlex solution. Which of the following tools is used to approximate the performance and capacity characteristics of host and storage?

- A. SPC-1
- B. Alinean
- C. LoadRunner
- D. Workload Estimator

Answer: D

Explanation:

QUESTION NO: 12

A PureSystems sales professional is presenting a PureFlex solution. The client has raised several objections related to PureFlex based on an alternative Cisco UCS offering. Which of the following resources should be used to provide the most current information?

- A. Competeline
- B. IBM System Architect
- C. Advanced Technical Skills
- D. Client Technical Specialist

Answer: A

Explanation:

QUESTION NO: 13

A customer is looking to deploy an additional SAP workload on POWER architecture. Today, the customer has a 32 core Power 770 with 16 active cores. The new workload will require an additional twelve cores. The customer has a BladeCenter H with available slots. Which of the following is the least disruptive solution for this customer?

- A. Sell a new Power 720
- B. Add a PS701 blade to the BladeCenter H
- C. Activate additional Power 770 capacity
- D. Sell a new PureFlex Enterprise with a POWER compute node

Answer: C

Explanation:

QUESTION NO: 14

A PureFlex sales professional is talking to their customer about long term support. The customer asks the sales professional who they should contact if they have a hardware failure after installation. Which of the following is the best resource for this situation?

- A. Techline

- B. IBM Direct
- C. Technical Support
- D. Client Technical Specialist

Answer: C

Explanation:

QUESTION NO: 15

A customer has an enterprise solution based on an Oracle database and applications that are running on POWER5 and POWER6 platforms. The customer is planning a move to consolidate to POWER7 or higher. The solution should also offer virtual image management capabilities. The customer is not interested in deploying cloud services at this time. Which of the following PureFlex offerings would most directly meet these requirements?

- A. PureApplication System
- B. PureFlex hybrid solution
- C. PureFlex with Power compute nodes
- D. PureFlex with Power 750 compute nodes

Answer: C

Explanation:

QUESTION NO: 16

A PureFlex prospect is interested in the maximum capacity of the Storwize V7000. How many 2.5" HDDs/SSDs can fit in each V7000 drawer and how many drawers can the V7000 expand to without clustering?

- A. 24 HDDs/SDDs and 5 drawers
- B. 12 HDDs/SDDs and 5 drawers
- C. 24 HDDs/SDDs and 10 drawers
- D. 24 HDDs/SDDs and 40 drawers

Answer: C

Explanation:

QUESTION NO: 17

A customer is considering a PureFlex solution and alternatives from Hitachi, Cisco, and others. Which of the following is a benefit of using Flex System Manager?

- A. End to end management of all chassis components
- B. End to end management of all IBM server families
- C. End to end management for entire data center infrastructure
- D. End to end management of all current IBM storage and SAN devices

Answer: A

Explanation:

QUESTION NO: 18

PureFlex converged network switches can directly support which of the following storage protocols?

- A. SAS and FCoE
- B. SAS and iSCSI
- C. iSCSI and FCoE
- D. iSCSI and InfiniBand

Answer: C

Explanation:

QUESTION NO: 19

Which of the following is a primary candidate for a PureFlex integrated infrastructure solution?

- A. Businesses running Windows, Linux and UNIX workloads
- B. Enterprises that run a mix of mainframe and zBX workloads
- C. Companies wishing to run both Windows and native IBM i workloads
- D. Cloud Service Providers wishing to retain SPARC compute resources

Answer: A

Explanation:

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