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Vendor:IBM

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Exam Name:Enterprise Storage Sales V3

Version:Demo

QUESTION 1

An AIX customer who has a TS3500 with eight D23 frames and 32 TS1140 drives is running out of space in the data center at a time when more storage is needed. What should the sales specialist recommend?

- A. Reduce the number of drives and free up slot capacity
- B. Add an additional eight TS1140 drives to increase capacity
- C. Add LTO high capacity drives and reduce the need for as many slots
- D. Replace some of the D23 frames with S24 frames to provide additional capacity

Correct Answer: D

QUESTION 2

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 3

A customer has a large volume of data that needs to be stored within their data center. The customer has indicated that their data growth will be in the 25% per year range, if not higher. Which question must be asked to determine the proper IBM storage solution?

- A. What speed is your current SAN?
- B. What speed is your current LAN?
- C. How much power do you have available?
- D. How many terabytes do you have today?

Correct Answer: D

QUESTION 4

A customer wants to design a new storage infrastructure that will have a common pool of storage. There is a mix of POWER and x86 servers, and the high performance servers will use Fibre Channel adapters. Both high availability and disaster recovery over a long distance are necessary. Which piece of information is most important in order to connect a SAN to the network?

- A. Which protocols must be supported
- B. Number of hops between different servers
- C. Number of Fibre Channel and network attached devices
- D. Speed of the Fibre Channel and network attached devices

Correct Answer: A

QUESTION 5

A sales specialist closes a customer meeting with an opportunity to offer a DS800 for a critical SAP database application workload which runs on AIX and an EMC DMX system. The customer is concerned with performance and asks for a

performance analysis before the DS800 proposal.

Which IBM tool should be used for planning the configuration?

- A. RMF Magic
- B. SAP Magic
- C. Disk Magic
- D. Capacity Magic

Correct Answer: C

QUESTION 6

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 acquisition, 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

Reference: <http://www-01.ibm.com/support/docview.wss?uid=ssg1S7004088andaid=1> (page 26)

QUESTION 7

What is a key feature of the DS8800 compared to previous generations of the DS8000?

- A. Commodity storage controllers that allow ease of upgrade
- B. C B.3.5 TB near line drives that provide market-leading capacity
- C. 2.5" drives that decrease storage footprint and allow denser storage
- D. InfiniBand back-end connections that provide the fastest available interconnect

Correct Answer: C

QUESTION 8

A customer has a rapidly expanding enterprise-level storage requirement and is considering purchasing 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

Reference: <http://public.dhe.ibm.com/common/ssi/ecm/en/tsl03134usen/TSL03134USEN.PDF>

QUESTION 9

Which tool or resource can be used to verify the available feature codes for a DS8800?

- A. IBM OnTarget
- B. IBM Sales Manual
- C. System Storage Interoperation Center
- D. Standalone Solutions Configuration Tool

Correct Answer: B

QUESTION 10

A customer's IT administrators require the ability to manage files efficiently across multiple data centers in different geographic locations. Which storage technology can best manage these capabilities?

- A. Easy Tier
- B. Thin Provisioning
- C. Active Cloud Engine
- D. Real-Time Compression

Correct Answer: C

QUESTION 11

A customer has an application on System x that requires a storage array without any mirroring or parity. Which IBM storage solution can meet the customer's requirement?

- A. XIV
- B. N7900
- C. Storwize V7000
- D. SAN Volume Controller

Correct Answer: C

QUESTION 12

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

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