



**000-070**

**(xSeries Sales v3)**

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## Question: 1

**In a competitive bid situation, the customer asks the xSeries Sales Specialist for a lower price. Which of following would be the best course of action?**

- A. Agree to the discount the customer is requesting if the customer signs immediately.
- B. Ask the customer whether they would buy IBM if the price could be resolved.
- C. Emphasize to the customer that IBM may not be the least expensive.
- D. Get the Sales Specialists manager to call on the customer.

Answer: B

## Question: 2

**During a customer visit, an xSeries Sales Specialist learns that the customer is evaluating Sun workstations for their Computer Automated Design applications. Which of the following should the xSeries Sales Specialist do?**

- A. Discuss an IBM Intellistation solution with the customer.
- B. Ask if the new CAD workstations will require any xSeries systems as file servers.
- C. Propose a special build of x206 servers with a third-party graphics card to counter the Sun proposal.
- D. Ask if the customer is interested in including the Sun workstations in their IBM Asset Management lease.

Answer: A

## Question: 3

**Which of the following is a component of a successful Solutions Assurance Review (SAR)?**

- A. Review of the configuration by a subject matter expert
- B. Comprehensive facilities planning review
- C. Review of special bid pricing
- D. Hardware and software ordering procedures

Answer: A

## Question: 4

**Which of the following resources should an xSeries Sales Specialist use to quickly get information on a competitor's price and product features?**

- A. IBM Client Rep, IBM xSeries Sales Specialist, competitor's website
- B. ibm.com, IBM Field Technical Sales Specialist (FTSS), IBM System Sales website
- C. PartnerWorld, COMP Database or Competitive Sales Tool, competitor's website
- D. Solutions Assurance Review Specialist, IBM Server Consolidation specialist, competitor's website

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Answer: C

Question: 5

A customer is interested in a total hotswap SCSI controller. How many 146GB disks are required for RAID-1 on 146GB disks? What is the correct answer?

- A. 7 x 146GB
- B. 14 x 40GB
- C. 14 x 146GB
- D. 28 x 146GB

Verify how much data is lost on a disk failure basis if they use RAID-1. What is the most appropriate answer?

Answer: C

Question: 6

Why would a customer choose IBM Business Partner rather than a reseller? What is the correct answer?

- A. Lower cost
- B. Installations in multiple locations
- C. High skill level in IBM products
- D. Integration of the customer's IT environment

Why would a customer choose IBM Business Partner rather than a reseller?

Answer: D

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