



**000-076**

**(System x Sales)**

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## Question: 1

**A medium-sized insurance company has outgrown power capacity of their existing datacenter and is evaluating options to accommodate workload growth. All of the following are key benefits of CoolBlue. Which one is of the MOST benefit to the customer in this situation?**

- A. System x can maximize datacenter density while lowering TCO.
- B. Power Executive gives the client the ability to optimize energy utilization.
- C. The IBM Rear Door Heat exchanger can be installed to reduce cooling requirements.
- D. IBM energy efficient blade servers reduce the clients high energy costs for power and cooling.

Answer: D

## Question: 2

**A potential new customer needs servers and requests a response to their hardware requirements. The customer requests a quote from IBM within 48 hours. Which of the following should the System x Sales Specialist do to MAXIMIZE the odds of winning this business?**

- A. Request an extension because 48 hours will not be enough time to propose an appropriate solution.
- B. Ask the customer for a briar meeting or call to learn more about their needs and respond to their request with a complete solution.
- C. Use the configuration guide or spreadsheet configurator to assemble server configurations that meet the specification, and then look for the lowest price.
- D. Contact the IBM Client Representative for this account and ask for assistance in setting up a meeting with the technical decision maker of the prospective customer.

Answer: B

## Question: 3

**A customer is interested in the ability to increase a system's computing power as needed. Which of the following System x server attributes should the Sales Specialist promote?**

- A. Ability to hot-plug additional processors on demand
- B. Low cost of System x servers makes scaling out an option
- C. "Pay as you Grow" scalability of the IBM System x3950 server
- D. Integration of System x servers with the existing servers using an interconnect

Answer: C

Question: 4

**A potential new customer has provided you with their hardware specifications, which you have reviewed. The customer requests a quote for the System x Sales Solution. What should you do next?**

- A. Request an extended quote for a custom solution.
- B. Ask the customer to provide more details about their request with a specific use case.
- C. Use the configuration tool to generate configurations that meet the specifications.
- D. Contact the IBM Business Partner for a meeting with the customer.

**What should you do next to ensure the customer's hardware specifications are met and the System x Sales Solution is configured correctly?**

- A. Use the configuration tool to generate configurations that meet the specifications.
- B. Ask the customer to provide more details about their request with a specific use case.
- C. Request an extended quote for a custom solution.
- D. Contact the IBM Business Partner for a meeting with the customer.

Answer: B

Question: 5

**A customer currently using a third-party storage solution has encountered various issues. Which of the following arguments is the most compelling reason to switch to IBM?**

- A. IBM's server division offers a wide range of server products.
- B. IBM's storage division offers a wide range of storage products.
- C. IBM sells other third-party storage products.
- D. IBM's ServerProven program offers a wide range of products.

**Which of the following is the most compelling reason to switch to IBM?**

- A. IBM's server division offers a wide range of server products.
- B. IBM's storage division offers a wide range of storage products.
- C. IBM sells other third-party storage products.
- D. IBM's ServerProven program offers a wide range of products.

Answer: D

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