



000-229

(IBM System p Solution Sales v5.3)

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Question: 1

Which of the following pricing methods provides a way to determine the lowest cost to the customer in a competitive situation?

- A. Standard discount tables
- B. Special bid or pricing process
- C. System p Express configurations
- D. Low Price Configuration option in eConfig

Answer: B

Question: 2

A university has a cluster of System p5 servers, which they are using to perform various HPC workloads. They are presently using Gigabit Ethernet and need more bandwidth. What other choices should be offered for a cluster network?

- A. IBM InfiniBand adapters and switches
- B. FICON channel adapters and switch complex
- C. Virtual I/O server and more virtual Ethernet adapters
- D. Industry standard token ring using the GX bus adapters

Answer: A

Question: 3

A customer in the travel industry has seen tremendous growth in their application which currently resides on a p5-550 server. They think they are nearing capacity. They are considering a replacement and are concerned with scalability. Which of the following models should the sales rep recommend?

- A. 16 core System p5 570
- B. 8 core System p5 550Q
- C. 8 core System p5 570 with 8 processors on demand
- D. 4 core System p5 570 with 12 processors on demand

Answer: D

Question: 4

When discussing the flexibility of System p family of servers with a prospective customer, which of the following is a key aspect?

- A. Binary compatibility between servers
- B. Hot pluggable processor and memory boards
- C. Consistent CoD features with entire family
- D. Ability to interchange features between systems

2

Answer: A

Question: 5

A System p sales rep
 company. They have
 ample budget for pu
 following is key for t

- A. Adequate fundi
- B. The business pr
- C. System p install
- D. The key decisio

communications
 customer has an
 Which of the

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Answer: B

Question: 6

A large financial ser
 production environ
 POWER5 enterprise
 accomplish these ob

- A. A System p5 59
- B. Two System p5
 recovery.
- C. A System p5 59
 Demand LPARs on
- D. A System p5 57
 recovery for produ

y system for their
 interested in IBM
 discussed to

recovery solution.
 over and automatic
 able Capacity on
 enterprise class

Answer: A