



## **000-301**

**(IBM System x Solution Sales v1)**

Total Questions: 132

Last Updated: Feb 14, 2008

Document version: 8.27.11

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## Question: 1

**The IT director at your customer is interested in migrating to System x architecture, but has concerns about the impact that it will have on the existing environment and the ability to address key business requirements. To help alleviate these concerns, which of the following strategies should be employed?**

- A. Explain that loaner/demo programs are available for testing purposes and that case studies referencing similar deployments are available.
- B. Provide a personal guarantee that there will not be any issues and that you will arrange for a return if not satisfied or cut them a deal on future purchases.
- C. Explain how IBM has been in business for many more years than the competition and that the customer may be taking more of a chance by partnering elsewhere.
- D. Explain that every vendor uses pretty much the same technology in the x86 space and that the difference for IBM is really in the customer relationship.

Answer: A

## Question: 2

**Which of the following is NOT an IBM software tool?**

- A. Advanced Management Module
- B. BladeCenter Open Fabric Manager
- C. IBM Virtualization Manager
- D. IBM PowerExecutive

Answer: A

## Question: 3

**A customer has reached the cooling limit in his datacenter, but still has room for additional IBM racks and servers. The customer intends to add an IBM eServer Cluster 1350 into an IBM eSeries Enterprise rack. What would you recommend to allow continued growth?**

- A. IBM "CoolBlue" rear door Heat Exchanger
- B. IBM Power Director
- C. A larger air-conditioning system
- D. None of the above

Answer: A

Question: 4

Your Client is looking for an easy-to-use, integrated suite of tools with consistent look and feel and single point of contact. Which tool should YOU suggest?

- A. IBM ServerGuide
- B. IBM Update Explorer
- C. IBM Director
- D. IBM SVC (Storage)

Answer: C

Question: 5

Is there a System x server that can run both 32-bit and 64-bit applications simultaneously?

- A. yes, the x3755 and x3850
- B. yes, x3455
- C. yes, the x3950 and x3850
- D. System x servers do not support 32-bit applications

Answer: C

Question: 6

All of the following are benefits of the IBM Rear Door Fanless Design EXCEPT:

- A. Calibrated Vector Fan
- B. IBM Rear Door Fanless Design rack to reduce the number of fans
- C. Fewer processor fans to reduce power consumption and disbursement
- D. IBM Rear Door Fanless Design rack to reduce the number of fans

on the back of the  
 and out heat

Answer: C

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