



000-388

(Storage Sales, Version 6)

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Question: 1

Company.com has a requirement to add twelve additional servers (dual attached) to their existing two Brocade 16 port SAN Switches that have no more ports available. Which of the following SAN switches should be recommended to accommodate the current capacity requirement, allow for future growth, and provide 2 GB support?

- A. One Cisco 5428 Storage Router
- B. One IBM TotalStorage SAN Switch (2109-F16)
- C. One IBM TotalStorage SAN Switch (2109-M12)
- D. One CNT FC/9000-64 Fiber Channel Director (2042-001)

Answer: C

Question: 2.

Company.com wants to consolidate and optimize their IT infrastructure. Which of the following represents the best way to impress the customer with the financial benefits of the IBM TotalStorage solution?

- A. Use the TCOnow! tool to demonstrate how to improve the TCO.
- B. Bring the customer to an IBM TotalStorage Solution Center to demonstrate the IBM TotalStorage product portfolio.
- C. Make a detailed technical presentation.
- D. Design an implementation plan to address business needs.

Answer: A

Question: 3.

Which of the following is NOT an iSCSI characteristic?

- A. Block level I/O
- B. IP network attached
- C. Interfaces via NFS
- D. Requires no changes to the application

Answer: C

Question: 4.

An IBM eServer zSeries server customer, with two locations 250 kilometers apart, is constantly struggling to balance workload across the two locations. The I/T staff wants one data center as a recovery location, should the other site suffer a planned or unplanned outage. Which of the following IBM TotalStorage Enterprise Storage Server capabilities most cost effectively meets the customer's need without impacting performance?

- A. Global Mirror (XRC)

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- B. PPRC Metro Mirror (synchronous PPRC)
- C. Parallel Access Volumes (PAV)
- D. Data Migration Service Offering

Question: 5.

When selecting back end storage, which of the following is not a characteristic to evaluate is:

- A. Efficiency of data access
- B. Efficiency of data transfer
- C. Efficiency of data protection
- D. Availability of LUNs

Answer: A

Question: 6.

The best approach for product training is to review Existing skill sets and then:

- A. Provide the customer with a product overview
- B. Provide the customer with a detailed product overview
- C. Map training requirements to customer needs
- D. Use sales techniques to sell the product

Answer: B

Question: 7.

Company.com has the following requirements: 1. They want to maintain the current solution. Which of the following is the best solution for Company.com?

- A. IBM TotalStorage Enterprise Storage Pool (ES-P)
- B. IBM TotalStorage Enterprise Storage Pool (ES-P) with IBM TotalStorage Enterprise Storage Pool (ES-P)
- C. IBM TotalStorage Enterprise Storage Pool (ES-P) with IBM TotalStorage Enterprise Storage Pool (ES-P)
- D. IBM TotalStorage Enterprise Storage Pool (ES-P) with IBM TotalStorage Enterprise Storage Pool (ES-P)

Answer: C

Answer: D

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