



**000-748**

**(IBM Storage Sales Version 8)**

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## Question: 1

Which of the following IBM products would be recommended to compete with the EMC CX3-80?

- A. IBM Systems Storage DS4200
- B. IBM Systems Storage DS4700
- C. IBM Systems Storage DS4800
- D. IBM Systems Storage DS8100

Answer: C

## Question: 2

A storage sales specialist has been assigned a new account that favors EMC storage in a mixed storage environment. The Chief Information Officer favors EMC, but some of the staff is dissatisfied with EMC's products due to their frustrations managing EMC equipment in a mixed environment. The only point of entry is the dissatisfied employee group. Which of the following is the best strategy for the storage sales specialist to use?

- A. Explain the benefits of TPC for fabric
- B. Explain the benefits of the DS4000 family
- C. Explain the benefits of SVC compared to Invista
- D. Advise them that the CLARiiON line is aging and not delivering high customer value

Answer: C

## Question: 3

You are facing a competitive situation at a customer who mainly has installed Sun servers. The customer is looking to add disks. What would typically be their first choice?

- A. HP
- B. IBM
- C. EMC
- D. LSI

Answer: C

## Question: 4

Which IBM Tape Drive model has a Data Encryption built-in to the Tape Drive?

- A. IBM System Storage TS1120
- B. IBM TotalStorage 3592-J1A
- C. IBM TotalStorage 3590-E05
- D. IBM System Storage TS3500

2

Answer: A

Question: 5

From a performance perspective, which product lines distinguish IBM Storage N series from the market today?

- A. LockVault
- B. SnapMirror
- C. Write Anywhere
- D. Common Integrator

Storage N series distinguishes IBM Storage N series from the market today?

Answer: C

Question: 6

What is a key strength of IBM ControlCenter?

- A. Market share leadership
- B. Offering for the midrange market
- C. Integration with IBM Storage
- D. Integration of storage and backup

Integration of storage and backup over EMC

Answer: D

Question: 7

Which vendor has the most mature Information Lifecycle Management (ILM) solution?

- A. HP
- B. IBM
- C. HDS

Information Lifecycle Management (ILM) solution

Answer: D

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