



000-962

(Storage Sales for High End Tape v1)

Total Questions: 103

Last Updated: Aug 18, 2008

Document version: 8.27.11

Thanks for purchasing techXams' Study Guide,

techXams' 000-962 study guide is a comprehensive compilation of questions and answers that have been developed by our team of certified professionals. In order to prepare for the actual exam, all you need is to study the content of this guide. An average of approximately 10 to 20 hours should be spent to study this guide and you will surely pass your exam. It's our guarantee.

Disclaimer

Neither this guide nor any material in this guide is sponsored, endorsed or affiliated with any of the respective vendor. All trademarks are properties of their respective owners.

Guarantee

If you study this guide properly and still unable to pass the exam, please send us a scanned copy of your official score at: refund@techeXams.ws. We will happily reimburse the cost of this study guide or send you an exchange of study guide of your choice free of cost.

Feedback

If you find any possible improvement, then please do let us know. We are always interested in improving the quality of this product. Feedback can be send at: feedback@techeXams.ws

Copyright

techXams holds the copyright of this material. techXams grants you a limited license to view and study this material, either for personal or commercial use. Unauthorized reproduction or distribution of this material, or any portion thereof, may result in severe civil and criminal penalties, and will be prosecuted to the maximum extent possible under law.

Question: 1

A customer wants to migrate an existing z/OS tape workload to virtual tape. The customer has agreed that a single cluster of IBM Virtualization Engine TS7700s will provide the needed functionality. However, the customer will not sign the order unless a salesperson can guarantee an improvement in overall throughput. Which tool provides a detailed estimate of the TS7700's performance when running the tape workload?

- A. RAFS
- B. Tape Magic
- C. Batch Magic
- D. Virtual Mount Analyzer (VMA)

Answer: C

Question: 2

A customer has recently purchased another vendor's high-end tape drive solution. The customer is currently experiencing difficulty recovering files. What is the next topic of conversation to discuss with the customer?

- A. Disaster recovery
- B. Archival solutions
- C. Backup and recovery
- D. High availability servers

Answer: C

Question: 3

A salesperson is creating a customer proposal to replace the current tape subsystem. Where can the salesperson obtain proposal templates?

- A. Win room
- B. PartnerWorld
- C. Proposal factory
- D. Local IBM sales representative

Answer: B

Question: 4

A Business Partner has obtained a list of tape backup configuration requirements from a customer. After reviewing the requirements, the Business Partner determines there are a few server and operating system combinations that are not supported. What can the Business Partner do to submit the customer's configuration for formal support evaluation?

- A. Ask the assigned IBM Development representative

2

- B. Submit the formal support request through Partnerline
- C. Obtain support during the Solution Assurance review meeting
- D. Work with the IBM Channels Representative to request support

Answer: D

Question: 5

A customer will buy the IBM Virtualization Engine TS7700 solution if a salesperson can give assurance that the data the customer wants to migrate will not exceed the capacity of a two-frame TS3500 Tape Library, assuming a 15% growth rate over the next two years. What information is necessary to estimate the number of frames required?

- A. The number of library slots the data cartridges currently occupy
- B. The size and type of cartridges on which the data currently resides
- C. The number of gigabytes of tape the compressed data currently occupies
- D. The number of cartridges the data currently occupies and the average compression ratio of the data

Answer: C

Question: 6

Which type of analysis should a salesperson perform to assist a client in determining the time it takes to receive the full financial benefit from the proposed solution?

- A. Return on Investment
- B. Solutions Assurance
- C. Total Cost of Ownership
- D. Cost/Performance Analysis

Answer: A

Question: 7

From the IBM System Storage Tape Libraries, what is the maximum allowed Fibre Channel cable length?

- A. 300 meters (984 feet)
- B. 500 meters (1640 feet)
- C. 700 meters (2297 feet)
- D. 750 meters (2461 feet)

Answer: B

Question: 8

A customer currently runs tape batch work. They want to move to newer technology, but they have capacity and performance objections. They are proposing a TS7700 to overcome this objection. What is the throughput increase?

- A. 3 TB of cache, 300 MB/s
- B. 2 TB of cache, 200 MB/s
- C. 2 TB of cache, 100 MB/s
- D. 1 TB of cache, 100 MB/s

TS7700 VTS for z/OS. The customer wants to move to newer technology, but they have capacity and performance objections. They are proposing a TS7700 to overcome this objection. What is the throughput increase?

000-962 Demo Exam

Answer: D

Question: 9

Which advantage does the SL8500 have over the SL3500?

- A. The SL8500 requires less power
- B. The SL8500 can handle more tapes
- C. The SL8500 can handle more data
- D. The SL8500 can handle more tapes

TS3500?

Answer: D