



000-670

xSeries Sales V2

Q&A

DEMO Version

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QUESTION NO: 1

A customer named Your Company has invited competitive vendors to discuss a new server farm for an expanding area of their business. The customer is considering a variety of server types. Including multiple processor and blade servers. In addition, the new server farm will consist of NAS servers, fiber-based storage and fiber-based tape devices. Which TWO of the following are reasons for choosing an IBM solution over the competitors' solutions?

- A. Light based diagnostics on servers is exclusive to IBM.
- B. IBM is the only vendor that provides Systems Management.
- C. Different Service Level Agreements are an exclusive offering from IBM.
- D. The IBM Totalstorage portfolio includes NAS, SAN storage and SAN networking products.
- E. The IBM server portfolio consists of multiple processor options in tower and rack form factors.

Answer: D,E

QUESTION NO: 2

An xSeries Sales specialist has engaged in a new customer opportunity for IBM eServer xSeries servers and will soon be meeting with the customer. The customer has a large number of non-IBM servers installed and has expressed a desire to consolidate their servers. In order to prepare a proposal, which TWO of the following QUESTION NO:s would be the most appropriate to ask the customer?

- A. Are you interested in 64 bit servers?
- B. What do you like best about your current vendor?
- C. How many intel servers do you currently have installed?
- D. What types of applications are running on their servers?
- E. Do they currently buy direct from the vendor or through a channel partner?

Answer: C,D

QUESTION NO: 3

A customer has a three-year old database server. The server does not have fault-tolerant protection against power and network card failures. Which are problems . The customer has encountered in the past. In addition, the server requires additional processing power to meet the current requirements. The customer does not want to introduce any new software into their environment at point. Which of

the following would be an appropriate solution to address the customer's issue?

- A. Install a new server that has options for fault-tolerant power supplies and network cards.
- B. Install new LAN switch with built-in network redundancy and a UPS to protect against power failure
- C. Install a new server that will cluster with the existing server to provide backup facilities to the existing server
- D. Upgrade the current server with new network cards, which support fault-tolerant features

Answer: A

QUESTION NO: 4

A customer named Your Company uses BMC Patrol to manage all the servers in their data center. They have approached the xSeries Sales Specialist about purchasing some IBM eServer xSeries servers for a new project. The customer has heard about the IBM Director, but is concerned that this will produce additional administrative overhead. Which of the following statements will be most useful in addressing the customer's concern?

- A. BMC Patrol is an IBM ServerProven product.
- B. A bmc Patrol module is available for IBM Director.
- C. The IBM Director Console can be run on the BMC Patrol Server.
- D. An upward integration module for BMC Patol is available with IBM Director

Answer: D

QUESTION NO: 5

A customer named Your Company is looking for a new 4-way server with 875 GB internal storage to run Oracle 91. A competitor presented the customer with a solution that includes Dell PowerEdge 6650. The xSeries Sales Specialist presented the customer with the IBM Eserver x365. Which of the following should the xSeries Sales Specialist emphasize as an advantage over the competitor's solution?

- A. Easy deployment tools
- B. Support for internal tape drive
- C. Chipkill memory and Hot Spare Memory
- D. Ability to hold six internal hard drives

Answer: D

QUESTION NO: 6

A customer named Your Company is reluctant to pursue a 16-way IBM eServer x445 solution because the server does not look like a "mainframe" The Xseries Sales Specialist believes the customer may be entertaining another vendor. Who among the following could that competitor be?

- A. HPQ
- B. Sun
- C. Dell
- D. Unisys

Answer: D

QUESTION NO: 7

A petroleum industry customer needs a High Performance Computing Linux-based cluster for conducting seismic analysis. Which of the following IBM Servers Should the Xseries Sales Specialist recommend and why?

- A. IBM Eserver x445, Linux scales well above eight processors
- B. IBM eServer x450, 64-bit performance is an absolute "MUST" for High Performance Computing, and most customers prefer 4-way server for their performance advantages
- C. IBM eServer BladeCenter, IBM eServer x335, or IBM eServer 325, cost and maximum performance per rack density are the customer's primary considerations
- D. IBM Eserver pSeries, the IBM eServer xSeries family will not compete well in High Performance Computing environments

Answer: C

QUESTION NO: 8

A retail customer informs the xSeries Sales Specialist that they are interested in learning more about how IBM can help them reduce IT costs. They ask for details on products that can reduce the time involved in server administration. They also indicate that they plan to add ten new stores requiring servers over the next twelve months. Which of the following statements represents the customer's compelling reason to act?

- A. They are on the verge of bankruptcy.
- B. They are positioning themselves to be acquired.
- C. They have just experienced a significant cut in IT staff.
- D. They have experienced a server failure requiring on-site repair in recent weeks.

Answer: C

QUESTION NO: 9

A customer named Your Company is focused on keeping their applications and data up and running for end users in the event of scheduled maintenance or a hardware operating system, middleware or application component failure. Which of the following clustering solutions also addresses disaster protection?

- A. SteelEye
- B. IBM eServer 1350
- C. Microsoft Windows Server 2003 Datacenter Edition
- D. PolyServer with FASt Remote Mirroring

Answer: D

QUESTION NO: 10

A customer named Your Company used to purchase Sequent server and add quad processor units as their processing requirements grew. The customer approached their xSeries Sales Specialist to discuss their business strategy and how it can be addressed. Which of the following IBM eServer xSeries server features should the Sales Specialist promote?

- A. "Pay as you Grow" scalability of the IBM eServer x445
- B. Low cost of Xseries servers makes scaling out an option
- C. IBM migration tools to make the transition from Sequent to xSeries
- D. Integration of xSeries server with the existing Sequent servers using an interconnect

Answer: A