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**Vendor:** IBM

**Exam Code:** 000-782

**Exam Name:** IBM PureFlex Systems Sales V2

**Version:** Demo

**QUESTION 1**

A customer wants to purchase a PureFlex Power solution and has the need to load software onto the nodes via a DVD. What option does the customer have to satisfy this need?

- A. USB DVD device
- B. DVD-ROM SAS/SATA device
- C. Each node has an integrated DVD
- D. Chassis comes with an integrated DVD

**Correct Answer: A**

**QUESTION 2**

Which of the following best describes PureFlex?

- A. An integrated infrastructure with automation and optimization expertise.
- B. An integrated non-virtualized solution of server, storage and networking.
- C. An integrated solution of any current IBM servers, storage and networking components.
- D. A set of independently sold components comprising server, storage and networking, integrated on site.

**Correct Answer: A**

**QUESTION 3**

A current HP customer is running Oracle and WebLogic solution which requires eleven four-socket x86 servers. This will be replicated in over one hundred remote geographic locations. Major concerns are growth, TCO, and the ease and speed of deployment. The customer will have to take any final solution to the CEO and the Board of Directors. Which of the following approaches will best position a PureSystem solution?

- A. PureApplication speed of deployment
- B. FSM with an x86 optimized rack solution
- C. PureFlex management and speed of deployment
- D. PureData as a centralized database supporting all remote locations

**Correct Answer: C**

**QUESTION 4**

A banking customer is considering implementing PureFlex as part of their long term data center initiative. Which of the following is a benefit of PureFlex?

- A. Provides integrated security by default
- B. Provides rapid deployment of virtual machines
- C. Meets examiner or auditor regulatory requirements
- D. Provides complete data center management for PureFlex and non-PureFlex devices

**Correct Answer: B**

**QUESTION 5**

A PureFlex customer has multiple types of spinning drives and solid state drives (SSD). Which of the following PureFlex features enables efficient utilization and optimized performance?

- A. Easy Tier
- B. FlashCopy
- C. Global Mirror
- D. Storage Virtualization

**Correct Answer: A**

**QUESTION 6**

A customer technical group is discussing PureFlex with the business partner specialist. The technical group has done some reading about PureFlex and believes many hypervisors are supported. Which of the following hypervisors are supported on PureFlex?

- A. PowerVM, OVM, VMware, and XEN
- B. VMware, KVM, OVM, and PowerVM
- C. XEN, VMware, PowerVM, and Hyper-V
- D. KVM, Hyper-V, VMware, and PowerVM

**Correct Answer:** D

**QUESTION 7**

A CIO informs you that he has been tasked with bringing on a new line of business that will be growing quickly. The applications for this new business must be kept separate from the rest of the infrastructure but he wants to exploit the existing shared storage environment investment. Additionally, no new IT staff have been budgeted to handle this new load and it must be quickly implemented. Which PureFlex solution benefits best address this customer needs?best address this customer? needs?

- A. Flex Systems provides and manages POWER and x86 servers as well as integrated storage and Cisco networking from a single interface.
- B. SmartCloud Enterprise+ provides a rapid deployment, secure, managed operations environment alleviating the need for additional staff.
- C. PureFlex is delivered pre-integrated and ready for automated functions including rapid application deployment and platform scaling with an integrated management appliance.
- D. PureFlex comes prebuilt in a few select configurations designed to meet your needs. It provides simplified management, virtualization and integrated WAS (WebSphere Application Server) to speed deployment and reduce operational costs, provides a single management portal.

**Correct Answer:** C

**QUESTION 8**

A customer wants to position an IBM solution against solutions from other vendors. Which of the following resources meet this need?

- A. WLE
- B. SSCT
- C. ServerProven
- D. Competitive Sales Tool

**Correct Answer:** D

**QUESTION 9**

A technical specialist requires additional post sale implementation support beyond what is contained in a PureFlex Enterprise foundation. Which of the following will provide the additional implementation support?

- A. Engage ATS
- B. Engage local CTS
- C. Purchase a Lab Services contract
- D. Convert the order to a Flex System

**Correct Answer:** C

**QUESTION 10**

A prospect is considering a single chassis PureFlex integrated solution. Which of the following business pressures could be reduced with the installation of PureFlex?

- A. Lowest cost implementation of open products
- B. Deploying applications faster for quicker time to market
- C. Reduce cost management of zBX, System x, and Power servers
- D. Top of Rack (TOR) Switches flattens the network to reduce management costs

**Correct Answer: B**

**QUESTION 11**

A client is considering a PureFlex solution. Which of the following tools is used to approximate the performance and capacity characteristics of host and storage?

- A. SPC-1
- B. Alinean
- C. LoadRunner
- D. Workload Estimator

**Correct Answer: D**

**QUESTION 12**

A PureSystems sales professional is presenting a PureFlex solution. The client has raised several objections related to PureFlex based on an alternative Cisco UCS offering. Which of the following resources should be used to provide the most current information?

- A. Competeline
- B. IBM System Architect
- C. Advanced Technical Skills
- D. Client Technical Specialist

**Correct Answer: A**

**QUESTION 13**

A customer is looking to deploy an additional SAP workload on POWER architecture. Today, the customer has a 32 core Power 770 with 16 active cores. The new workload will require an additional twelve cores. The customer has a BladeCenter H with available slots. Which of the following is the least disruptive solution for this customer?

- A. Sell a new Power 720
- B. Add a PS701 blade to the BladeCenter H
- C. Activate additional Power 770 capacity
- D. Sell a new PureFlex Enterprise with a POWER compute node

**Correct Answer: C**

**QUESTION 14**

A PureFlex sales professional is talking to their customer about long term support. The customer asks the sales professional who they should contact if they have a hardware failure after installation. Which of the following is the best resource for this situation?

- A. Techline
- B. IBM Direct
- C. Technical Support
- D. Client Technical Specialist

**Correct Answer: C**

**QUESTION 15**

A customer has an enterprise solution based on an Oracle database and applications that are running on

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