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Vendor:IBM

Exam Code:000-960

Exam Name:IBM Storage Sales Exam

Version:Demo

QUESTION 1

A sales specialist is assigned a new account that favors EMC in a mixed storage environment. The only point of entry is a staff dissatisfied with EMC's products due to their frustrations managing EMC equipment in a mixed environment. 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 System Storage DS5000 family
- C. Explain the benefits of IBM System Storage SVC compared to EMC Invista
- D. Advise them that the CLARiiON line is aging and not delivering high customer value

Correct Answer: C

QUESTION 2

Which of the following is an advantage of the Sun StorageTek SL8500 over the IBM TS3500?

- A. It provides the best access time
- B. It has no single point of failure
- C. It supports the mainframe and UNIX environments
- D. It provides a higher maximum number of cartridge slots

Correct Answer: D

QUESTION 3

What key strength is included in Total Storage Productivity Center Standard Edition over EMC ControlCenter?

- A. Offering for the SMB market
- B. More storage management features
- C. Integration with systems management products
- D. Total Storage Productivity Center for Replication

Correct Answer: B

QUESTION 4

A customer has SCSI attached storage for their Windows servers. The customer is allocating money in next year's budget for additional SCSI attached storage. What question should be asked to determine the proper Storage solution to propose?

- A. What backup solution are you using?
- B. How many people manage your servers?
- C. Have you looked at IBM SCSI solutions?
- D. Would you consider a single storage pool?

Correct Answer: D

QUESTION 5

A company, storing 80 TB of data, is facing an audit in six months. The company needs to demonstrate it is storing point-in-time regulated information properly. Which IBM recommended solution should be proposed?

- A. IBM System nSeries model 3300
- B. IBM TS3100 with two LTO-4 drives
- C. IBM System Storage DR550 Model DR2
- D. IBM System Storage DR550 Model DR1

Correct Answer: C

QUESTION 6

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

- A. IBM System Storage TS1120
- B. IBM System Storage TS2230
- C. IBM System Storage TS3500
- D. IBM System Storage 3592-J1A

Correct Answer: A

QUESTION 7

A mixed server environment (UNIX and Microsoft Windows) customer has decided to purchase an IBM BladeCenter. The customer requires 200 GB of storage now, but up to 10 TB in the future. Their backup needs are less than 1 TB per week using Tivoli Storage Manager. What is the best solution for this customer?

- A. IBM TotalStorage EXP24 and TS3100
- B. IBM System Storage DS4700 and DR550
- C. IBM System Storage DS4200 and TS3500

D. IBM System Storage DS3400 and TS3100

Correct Answer: D

QUESTION 8

Which of the following competitors offers customers a virtual tape solution for mainframes?

- A. Sony
- B. NetApp
- C. Quantum
- D. Sun StorageTek

Correct Answer: D

QUESTION 9

Which of the following topics should be discussed with the customer FIRST, prior to designing a backup and recovery solution?

- A. Off-site tape recovery
- B. Disaster Recovery Plan (DRP)
- C. Recovery Point Objective (RPO)
- D. Availability of a secondary site

Correct Answer: C

QUESTION 10

A customer is planning to replace an aging EMC Symetrix storage system installed in an open system environment with a new IBM System Storage DS8100. Over 5 TB of data need to be migrated from the EMC system to the DS8100, but the customer cannot afford any downtime to do the migration nor permanently altering the user environment. What should be recommended as the best solution for the customer?

- A. Use XRC on the DS8100 to migrate the data.
- B. Sell the customer a SAN Volume Controller.
- C. Engage IBM Global Technology Services (GTS) to use IBM Softek TDMF UNIX.
- D. Use TSM to back up the data on the EMC system to tape and restore the data on the DS8100.

Correct Answer: C

QUESTION 11

FlashCopy can typically reduce the time needed to replicate data through which of the following ways?

- A. Making an instantaneous, point-in-time copy
- B. Initiating multiple job streams to increase bandwidth
- C. Improving performance of the host processing by reducing I/Os
- D. Initiating synchronous copies to remote disk subsystem for processing

Correct Answer: A

QUESTION 12

Which of the following IBM publications provide best practice and product information, configuration, and suggestions for storage products?

- A. Redbooks
- B. White Papers
- C. Product Literature
- D. Solution Assurance Guides

Correct Answer: A

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