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Title: IBM Dynamic Infrastructure

Technical Support Leader

Version: Demo

1. A customer CIO is very interested in going green.

Why is energy efficiency important for green IT?

A. Energy Efficiency is only important for the IT budget.

B. Wasting energy is a negative effect on Business Globalization.

C. Energy-saving is the main focus of company policy

D. Excessive energy consumption causes climate change.

Answer: D

2. Your customer has stated that they are having a problem with satisfying their backup demands with

their installed tape library and are interested in understanding IBMs data duplication strategy in an effort

reduce the demand for tape cartridges. In working with the customers technical team you have

determined that approximately 25 terabytes of data is backed up each night into their tape library and

each Saturday they eject 200 tape cartridges to be shipped to the remote storage vault.

Which of the following should the customer purchase and install to address these needs and why?

A. TS7650G Diligent solution in front of their existing tape library. The Diligent modeling tool estimates

that the solution will look for duplicate data and after several backup cycles will reduce the number of

cartridges needed for backup by at least 50%

B. TS7650G Diligent solution and a TS3310 Tape Library outfitted with LTO-4 tape drives. The TS7650G

works most efficiently with the latest tape technology. In addition, the combination of the Diligent data

duplication technology and the ultra high capacity cartridges available with LTO-4 will provide a return on

investment within 2 years, justifying the replacement of the already installed tape library.

C. TS7650G Diligent solution along with 100TB of usable disk storage and contract to install replicated

disk at a recovery site. The Diligent modeling tool estimated the required storage repository based on

retention periods and backup cycles. In the event of a disaster, a clustered TS7650G will be installed at

the recovery site to read the repository.

D. A clustered TS7650G Diligent solution along with 100TB of usable disk storage. Part of the cluster can

be installed at the production site and provide high speed back and restore as well as reducing actual

backup data through Diligents industry leading Hyperfactor technology. The second half of the cluster can

be installed along with the existing customer tape library, at their remote storage facility, protecting the

investment in the tape library.

Answer: C

3. You are planning the installation of a DS8100. The customer has IBM, HP and Sun servers which are to

be attached to the DS8100. You need to ensure the host servers are supported with the DS8100.

Which of the following addresses this issue?

A. consult the appropriate DS8000 Interoperability Matrix.

B. review the most recent DS8100 Announcement Letter.

C. call +1-800-IBM-SERV and ask for the latest list of supported host servers.

D. contact your sales team

Answer: A

4. It is important to call at the right level for Dynamic Infrastructure projects.

Which of the following is the reason to make Energy Efficiency calls at the senior IT Director, CIO or higher level?

A. Operations management only focuses on budget and cost issues and lacks strategic vision

B. These roles are focused on the overall business risk involved in strategic initiatives

C. It enables you to discuss the feature/function value of IBM solutions

D. These individuals will be involved with all follow-on detailed discussions

Answer: B

5. The journey to Dynamic Infrastructure begins with establishing a new economic foundation in the

current environment. Your customer wants to continue the journey and believes he is in the second stage

of adoption of Dynamic Infrastructure, the SHARED stage.

Which of the following indicates they are at the SHARED stage?

A. Management systems are simplified by breaking down silos of similar management tools and

deploying end-to-end systems and network management tools, which lead to the simplification of data

center management.

B. Infrastructure and services are deployed with highly virtualized resource pools, optimized networks,

automated service management, and an underlying energy efficient design that supports expansion and

transformation.

- C. Groups of compatible systems that can scale efficiently and quickly are grouped together to allow business goals to drive IT.
- D. Steps include virtualization and consolidation of data centers and physical infrastructure including storage, servers. The data center becomes more resilient and secure.

Answer: B