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Exam : **000-388**

Title : Storage Sales, Version 6

Version : DEMO

1.Xxxx .com has a requirement to add twelve additional servers (dual attached) to their existing two Brocade 16 port SAN Switches that have no more ports available. Which of the following SAN switches should be recommended to accommodate the current capacity requirement, allow for future growth, and provide 2 GB support?
A. One Cisco 5428 Storage Router
B. One IBM TotalStorage SAN Switch (2109-F16)
C. One IBM TotalStorage SAN Switch (2109-M12)
D. One CNT FC/9000-64 Fiber Channel Director (2042-001)
Answer: C

2.Xxxx .com wants to consolidate and optimize their IT infrastructure. Which of the following represents the best way to impress the customer with the financial benefits of the IBM TotalStorage solution?
A. Use the TCOnow! tool to demonstrate how to improve the TCO.
B. Bring the customer to an IBM TotalStorage Solution Center to demonstrate the IBM TotalStorage product portfolio.
C. Make a detailed technical presentation.
D. Design an implementation plan to address business needs.
Answer: A

3.Which of the following is NOT an iSCSI characteristic?
A. Block level I/O
B. IP network attached
C. Interfaces via NFS
D. Requires no changes to the application
Answer: C

4.An IBM eServer zSeries server customer, with two locations 250 kilometers apart, is constantly struggling to balance workload across the two locations. The I/T staff wants one data center as a recovery location, should the other site suffer a planned or unplanned outage.
Which of the following IBM TotalStorage Enterprise Storage Server capabilities most cost effectively meets the customer's need without impacting performance?
A. Global Mirror (XRC)
B. PPRC Metro Mirror (synchronous PPRC)
C. Parallel Access Volumes (PAV)
D. Data Migration Service Offering
Answer: A

5.When selecting backup/restore software, the primary performance characteristic to evaluate is:
A. Efficiency of data back up
B. Efficiency of data restore
C. Efficiency of data management tools

D. Availability of LAN free backup
Answer: B

6.The best approach for ensuring the customer will receive adequate product training is to review existing skill levels against required skills and do which of the following?
A. Provide the customer with the IBM education schedule
B. Provide the customer with product documentation on CD
C. Map training requirements onto project and education schedules
D. Use sales technical staff to provide on-the-job training to customer technical staff
Answer: C

7.Xxxx .com has twelve racks of IBM TotalStorage Serial Disk System (7133-D40s). They want to maintain their current performance while moving to a centralized storage solution. Which of the following storage products would be most suitable?
A. IBM TotalStorage Data Retention 550
B. IBM TotalStorage Virtual Tape Server
C. IBM TotalStorage Expandable Storage Plus
D. IBM TotalStorage Enterprise Storage Server
Answer: D

8.A medium sized communications firm has expressed an interest in meeting with a storage sales specialist to discuss their IT strategy. They have also expressed an interest in storage area networks. They currently have both HP and Sun UNIX servers with direct attach storage and tape.
Which of the following would be most appropriate to include in the initial conversation?
A. What is the total usable capacity on your current servers?
B. What is your current backup/recovery software?
C. How many servers do you have in total?
D. What is driving your IT decisions?
Answer: D

9.Xxxx .com has the following key customer requirements for a server consolidation initiative using an IBM enterprise storage solution:
* centralizing enterprise computing workloads,
* consolidating data and applications,
* reducing complexity, and
* increasing systems management efficiency.
Which of the following is LEAST important for their server consolidation? A. Simplification of operations
B. Reliability and serviceability
C. Responsiveness to changing requirements
D. Reduced power and cooling requirements

Answer: D

10.A mid-market food service company's infrastructure currently consists of ERP/electronic procurement/business intelligence on an IBM eServer iSeries server along with multiple Intel-based servers for file/print and email applications. Which of the following strategies would be the most appropriate to communicate to the Chief Information Officer (CIO)?
A. The advantages of a storage area network
B. IBM's focus on e-business On Demand and how IBM storage products apply
C. IBM TotalStorage products family overview
D. IBM's storage patent accomplishments
Answer: B

11.Which of the following is NOT a top business challenge that is being addressed with the evolution to an On Demand storage environment?
A. Improved application availability
B. Improved server performance
C. Optimized storage utilization
D. Enhanced storage personnel productivity
Answer: B

12.Xxxx .com has a heterogeneous environment. Their storage costs are rising as a percentage of their IT budget. They want the ability to scale their storage infrastructure to meet rapidly changing business conditions.
Which of the following would be most appropriate to discuss with the customer?
A. Storage Virtualization
B. On Demand Environment
C. Information Lifecycle Management
D. Tiered Storage Hierarchy
Answer: B

13.When governmental regulations require Xxxx .com to maintain records for long periods of time and maintain media without changes, which of the following IBM TotalStorage product should be recommended?
A. IBM TotalStorage DS4300 (FAStT600) Storage Server with SATA drives
B. IBM TotalStorage Data Retention 550
C. IBM TotalStorage UltraScalable Tape Library 3584
D. IBM TotalStorage SAN File System
Answer: B

14.Xxxx .com needs a solution that protects their host system from disruption while allowing them to make changes in their SAN physical environment. Which of the following IBM products would be best for this customer's needs?
A. IBM Tivoli SAN Manager

B. IBM TotalStorage SAN Volume Controller
C. IBM TotalStorage SAN File System
D. IBM TotalStorage Productivity Center
Answer: B

15.In addition to 7 x 24 x 365 data availability in a heterogeneous UNIX environment, which of the following IBM storage functions best meets Xxxx.com's business continuance requirements?
A. XRC (Extended Remote Copy)
B. PPRC (Peer-to-peer Remote Copy)
C. SRDF (Symmetrix Remote Data Facility)
D. HACMP (High Availability Cluster Multi-Processing)
Answer: B

16.Which of the following considerations would be of LEAST importance to Xxxx .com that requires continuous data availability?
A. 24 x 7 (365) Operation
B. Customer Satisfaction
C. End-user Productivity
D. Total Cost of Ownership
Answer: D

17.Who would a storage sales specialist approach to discuss Xxxx .com's future business needs in relation to technology?
A. Vice President of Marketing
B. Database Administrator
C. UNIX System Administrator
D. Chief Information Officer (CIO)
Answer: D

18.To assist customers with future storage plans, which of the following is most important for a storage sales professional to understand?
A. The competitors' existing programs and trade-in offers
B. The storage subsystem architecture and design of the vendor product
C. An in-depth understanding of current ANSII standards and those in development
D. The benefits of different storage technologies and the vendor's storage direction
Answer: D

19.Xxxx .com wants high availability, serviceability, and performance. Which of the following solutions would best meet the customer's needs?
A. IBM TotalStorage DS4100 (FAStT100) Storage Server with the IBM TotalStorage SAN Volume Controller
B. IBM TotalStorage DS4300 (FAStT600) Storage Server and FAStT Storage Manager
C. IBM TotalStorage Enterprise Storage Server with IBM TotalStorage Expert

D. IBM TotalStorage Data Retention 550 and Tivoli Storage Resource Manager
Answer: C

20.If Xxxx .com wanted to back up their UNIX systems data, which of the following IBM products would fulfill their needs?
A. IBM Tivoli Storage Manager (TSM)
B. IBM TotalStorage Expert
C. IBM Tivoli Storage Resource Manager (TSRM)
D. Backup/Recovery and Media Services (BRMS)
Answer: A