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Exam : **000-775**

Title : IBM Tivoli Fundamentals of On Demand Automation

Version : DEMO

1.Click the Exhibit button to review the Aviation Supply Company scenario. Aviation Supply Company (ASC) is concerned that IBM's On Demand transformation strategy is new and untested. ASC's management team is reluctant to embrace this strategy without some assurance that they will be successful. Which three approaches help build confidence in IBM's strategy? (Choose three.)

Exam Scenario: Aviation Supply Company

The Business

Aviation Supply Company (ASC) has been serving the flying community for nearly three decades. They have retail outlets located near major airports across the nation. In three decades ASC has grown from a family-based single location to a 1,200 person national company. The company's market share and sales margins have been steadily declining over the last few years. A market analysis indicates that aggressive competitors have moved in to ASC's market. The competitors offer online ordering, fast delivery time and new, personalized pilot services provided through a web application available 7/24 360 days a year. The competitors offer this for a price that is significantly less than ASC's. The CEO knows ASC cannot compete using their current business model, which is based on manual processes and retail outlets. The CEO concludes that they must transform or face going out of business.

The CEO recently read an article about IBM's On Demand transformation strategy. In the article it stated that IBM could help a company become more resilient, variable, focused and responsive. The CEO contacted the IBM sales team.

The IBM sales team, the CEO and CIO outlined strategic imperatives; actions that are necessary to maintain a viable business. These imperatives are:

1) A web-based application must be implemented that is personalized and meets the needs of ASC clients. The application must support the following characteristics:
    a. Response time must be assured and consistent.
    b. Client information must be secured and protected.
    c. Downtime must be low.
    d. Infrastructure cost must be minimized; existing IT assets must be fully leveraged.
    e. Response time must not be impacted by unpredictable activity.

2) A strategic partnership must be established with key suppliers to reduce inventory costs and improve product delivery time.
    a. Strategic partners must have restricted access to specified order entry information.
    b. The strategic partner must maintain order status.

3) IT best practices and technology must be implemented to drive more efficient and effective processes to reduce costs and increase processing speed.
    a. Globally accepted technology standards are instituted.
    b. Globally accepted IT best practices standards are instituted.

4) Measurable performance metrics must be defined and reported in order to continuously improve operations.

ASC currently has two major business applications. The various retail outlets order stock and supplies and record their business performance for the day through the Input application. ASC sales people also use this application for inputting information for large negotiated orders outside of the retail outlets. Input has sub-programs that issue stocking orders to third parties that

A.participate in IBM's On Demand readiness workshops
B.outline IBM's internal On Demand transformation initiatives
C.propose a software solution to address a client's On Demand needs
D.supply client with hardware and software to build an On Demand environment
E.propose that IBM share the financial burden in the On Demand implementation
F.visit an IBM technology innovation center to gain first hand knowledge of the capabilities of IBM's solutions and services

Correct:A B F

2.Click the Exhibit button to review the Aviation Supply Company scenario. What are two benefits ense-and-Respond provides to Aviation Supply Company's (ASC's) new strategic imperatives? (Choose two.)

A.ASC will improve server utilization.
B.ASC is able to deploy resources faster.
C.ASC can respond faster to competitor offerings.
D.ASC will reduce total cost of ownership of IT resources.
E.ASC is able to manage more effectively with an understanding of threats and opportunities.

Correct:C E

3.An advertisement company, ABC Ads, wants to reengineer their advertising process. Their current annual budget is $1B. As many as 26 people are necessary to complete the process that involves: taking a photo, having the photo priced, and placing the photo into the online or printed catalog. ABC Ads executives initiated a project to automate their photo preparation and posting process, while integrating company marketing, purchasing and accounting systems with Enterprise Advertising systems. What is an example of a short term objective outlined in a RFI (request for information) document that aligns this with an On Demand initiative?

A.to request more servers with capacity on standby capability
B.to request an outsourcing agreement that could provide the additional server capacity
C.to request more servers that support dynamic LPAR capability to meet service level agreement thresholds
D.to request that any idle IT capacity in the existing on-line stores catalog website be shared between online shoppers, and the advertisement campaign

Correct:D

4.Current research indicates that half (56 percent) of IT companies increased server capacity last year based on an increase in commerce activity, with 53 percent expecting to increase server capacity again next year. Of this 53 percent, one in four expect to utilize the just-in-case capacity (effectively sitting idle most of the time). What should a customer consider before acquiring new capacity?

A.On Demand solutions incorporate the new flexible financing offered by the new eServer hardware.
B.On Demand solutions provide quicker deployment of newly acquired hardware for just-in-case environments.
C.On Demand solutions increase growth through flexibility and agility by utilizing the existing environment in a more efficient manner. There is no need to acquire new capacity since On Demand solutions evolve from just-in-case IT environments to just-in-time.
D.On Demand solutions create an integrated portal for an IT environment, linking users, processes and IT

infrastructure. Rather than purchasing new capacity, an On Demand solution uses the existing hardware in a just-in-time fashion within the portal environment.

Correct:C

5.Click the Exhibit button to review the Aviation Supply Company scenario. What are two ways Aviation Supply Company (ASC) can benefit from being responsive, focused, resilient and variable? (Choose two.)

A.ASC can respond faster to changing market conditions.

B.ASC can significantly reduce customer service staffing.

C.ASC can better identify parts of the business to outsource.

D.ASC can build an IT infrastructure that is totally secure from external threats and natural disasters.

E.ASC can take advantage cost savings from efficient and effective IT processes to compete more aggressively with innovative services and lower prices.

Correct:A E

6.What is the value of an On Demand strategy to the Line of Business Manager?

A.On Demand enables critical business applications to operate without any downtime concerns.

B.On Demand leverages industry standards such as: ITIL, CMM, CoBIT to enable the implementation of best practice processes.

C.On Demand institutionalizes technical knowledge so that more IT problems are solved more quickly with less human intervention.

D.On Demand enables the IT organization to quickly adapt to changing business conditions so that a business units can respond with speed without the IT infrastructure acting as a barrier.

Correct:D

7.A company's IT and Line of Business Managers view IT as key in productivity and business growth. The company needs to manage rapidly expanding amount of applications, information and systems in the face of extreme budget pressures. IT expense must be kept in line with business goals, without sacrificing performance and functionality. What is the main benefit of having an application instrumented within an On Demand solution?

A.On Demand solutions provide a service provider model, so the costs can be billed back to the requestor.

B.On Demand solutions integrate users, processes and technology to fulfill service levels under peak usage.

C.On Demand solutions have predefined transaction flows that allow predictable cost structures and performance.

D.On Demand solutions are designed to help improve resource utilization and find the optimal mix of servers, bandwidth, storage and middleware requirements to meet business priorities and service level objectives.

Correct:D

8.What is the value of an On Demand strategy to the Chief Information Officer (CIO)??

A.On Demand enables the company to be: resilient, variable, responsive and focused.

B.On Demand enables core business models to quickly adapt to changing market conditions.

C.On Demand leverages technology standards (such as: SOAP, XML, J2EE) that simplify the integration of IT resources across the organization.

D.On Demand enables development of new service delivery models that dynamically support the unique needs of each business unit and enable efficient and effective utilization of IT assets.

Correct:D

9.Click the Exhibit button to review the "Aviation Supply Company" scenario. How does the On Demand characteristic "Resilient" support Aviation Supply Company's (ASC's) strategic imperatives for systems availability and business continuity?

A.Resiliency helps ASC focus on core business operations.

B.Active monitoring of IT resources guarantees optimum uptime.

C.Service delivery is not disrupted and service level agreements are never breached.

D.Data management and archive policies ensure ready access to critical information in the event of a serious failure.

Correct:D

10.You have successfully created a vision with someone you deem to be a power sponsor within the client organization. You are asked by the client to sell the same vision to other key stakeholders. What must you do to sell the vision to a larger audience?

A.offer several demonstrations of various Tivoli products

B.understand and address their technical and political objections

C.communicate how these tools will help to automate their operational tasks

D.communicate the short term and long term benefits envisioned by your power sponsor

Correct:B

11.What are three key steps in defining an automation vision for the client? (Choose three.)

A.get buy-in from technical support resources

B.establish the strategic benefits of an automation initiative

C.identify a team to target with a specific automation product

D.identify the process and skill gaps to get to an automation vision

E.establish a baseline of the current processes in the business and infrastructure

F.scope out the timing and resources to move the client organization to automation

Correct:B D E

12.The IT infrastructure is the heart of business operations. Ensuring the reliability and availability of IT resources is vital for business success. Given the increased complexity of IT infrastructures, intelligent performance and availability management tools are essential for proactive identification and resolution of IT problems before they impact business performance. Which open standard is needed to monitor the total transaction path within an IT environment?

A.CIM

B.WMI

C.ARM

D.SNMP

Correct:C

13.Based on previous assessment(s), you believe that you have a good understanding of the client's strategy and direction. What must you do before you can identify where to begin implementing automation solutions?

A.identify agents of change within the client organization

B.understand the client's technical barriers for automation opportunities

C.negotiate with the various teams to rationalize their boot server technologies

D.understand if there is a Chief Information Officer (CIO) mandate to consolidate applications and servers

Correct:B

14.The On Demand transformation journey involves many aspects of a client's business.

Technology is only one consideration when developing a complete On Demand transformation strategy. Clients must also consider organizational impact, operations impact, culture and market dynamics, and the various On Demand strategies available in the market today. It is essential that the client select a strategic partner who has the breadth and depth to support all the demands of a complete On Demand transformation strategy. What is required in a strategic partner?

A.The strategic partner must adopt and promote industry, technology, and open standards.

B.The strategic partner must have a global reach and maintain consistent practices in all geographies.

C.The strategic partner must adopt On Demand transformation strategies within their own organization.

D.The strategic partner must have proven methods, techniques and technology that have delivered results.

Correct:A

15.You identify a good opportunity to start with an automation solution. What is the first task you should perform?

A.provide a scoping session to validate what you have learned

B.understand and communicate a business transformation plan

C.get buy-in from other groups that may be impacted by the automation solution

D.ensure that the opportunity is associated with someone who will benefit politically within their organization

Correct:C

16.Which sequence of steps is most effective in aligning IBM's On Demand automation strategy with an IT environment?

A.identify organizational priorities -> assess automation impact -> establish operational baseline -> outline automation strategy -> prepare business case

B.establish operational baseline -> assess automation impact -> identify organizational priorities -> outline automation strategy -> prepare business case

C.identify organizational priorities -> establish operational baseline -> assess automation impact -> outline automation strategy -> prepare business case

D.prepare business case -> identify organizational priorities -> assess automation impact -> outline automation strategy -> establish operational baseline

Correct:C

17.A non- profit integrated health care provider serves approximately 8 million members. In a single year it schedules 25+ million outpatient visits, delivers 80,000 babies, performs 331,000 surgeries, and fills about 100 million prescriptions. This health care provider's business challenge is managing the rising costs of healthcare while remaining competitive and lowering operational costs. IT plays a significant role in addressing these challenges. When reviewing the output of an automation assessment report, which three statements will be approved by the sponsor? (Choose three.)

A.IBM automation solutions require IBM hardware platforms.

B.IBM automation solutions increase administrator efficiency.

C.IBM automation solutions provide significant reductions in operational costs.

D.IBM automation solutions require significant changes to business processes.

E.IBM automation solutions drive efficiency in deployment, provisioning and in determining the business impact of critical business systems.

F.IBM automation solutions provide a web portal to integrate users and business processes so that

fulfillment of orders and claims can be processed within the same context.

Correct:B C E

18.What are IBM's levels of autonomic maturity in the order that lead to an On Demand environment?

A.Basic, Evolved, Managed, Flexible, Resilient

B.Basic, Managed, Predictive, Adaptive, Autonomic

C.Manual, Managed, Revealed, Improved, Self-Healing

D.Manual, Defined, Proactive, Automated, Orchestrated

Correct:B

19.What is necessary to effectively present the results of a business value assessment for the proposed automation solution to a client?

A.proposed assessment must show a reduction in labor cost

B.business case must demonstrate a payback within one year

C.business case must show a return greater than the client's opportunity cost of capital

D.client sponsor must agree to the analysis assumptions and take ownership of the results

Correct:D

20.What allows you to install Windows and Linux on an xSeries server?

A.Jumpstart

B.Windows Installer Service

C.Remote Deployment Manager

D.Network Installation Management

Correct:C