

IBM 000-076

000-076 System x Sales V5

Practice Test

Version 1.3

QUESTION NO: 1

A medium-sized insurance company has outgrown power capacity of their existing datacenter and is evaluating options to accommodate workload growth. All of the following are key benefits of CoolBlue. Which one is of the MOST benefit to the customer in this situation?

- A. System x can maximize datacenter density while lowering TCO.
- B. Power Executive gives the client the ability to optimize energy utilization.
- C. The IBM Rear Door Heat exchanger can be installed to reduce cooling requirements.
- D. IBM energy efficient blade servers reduce the clients high energy costs for power and cooling.

Answer: D

QUESTION NO: 2

A potential new customer needs servers and requests a response to their hardware requirements. The customer requests a quote from IBM within 48 hours. Which of the following should the System x Sales Specialist do to MAXIMIZE the odds of winning this business?

- A. Request an extension because 48 hours will not be enough time to propose an appropriate solution.
- B. Ask the customer for a brief meeting or call to learn more about their needs and respond to their request with a complete solution.
- C. Use the configuration guide or spreadsheetconfigurator to assemble server configurations that meet the specification, and then look for the lowest price.
- D. Contact the IBM Client Representative for this account and ask for assistance in setting up a meeting with the technical decision maker of the prospective customer.

Answer: B

QUESTION NO: 3

A customer is interested in the ability to increase a system's computing power as needed. Which of the following System x server attributes should the Sales Specialist promote?

- A. Ability to hot-plug additional processors on demand
- B. Low cost of System x servers makes scaling out an option
- C. "Pay as you Grow" scalability of the IBM System X3950 server
- D. Integration of System x servers with the existing servers using an interconnect

Answer: C

QUESTION NO: 4

A potential new customer needs servers and requests a response to their hardware specifications, which are all related to hardware speeds, disk, and memory configuration. The customer requests a quote from IBM within 48 hours. Which of the following should the System x Sales Specialist do to MAXIMIZE the odds of winning this business?

- A. Request an extension because 48 hours will not be enough time to propose an appropriate solution.
- B. Ask the customer for a brief meeting or call to learn more about their needs and respond to their request with a complete solution.
- C. Use the configuration guide or spreadsheet configurator to assemble server configurations that meet the specification, and then look for the lowest price.
- D. Contact the IBM Client Representative for this account and ask for assistance in setting up a meeting with the technical decision maker of the prospective customer.

Answer: B

QUESTION NO: 5

A customer currently buys HP ProLiant servers and EMC storage. The customer has encountered various problems getting certain servers to work with their storage. Which of the following arguments can the Sales Specialist present to best position IBM?

- A. IBM's server division regularly tests their products with other vendors' storage products.
- B. IBM's storage division regularly tests their products with other vendors' server products.
- C. IBM sells other vendors' products and will test compatibility with the customer's products.
- D. IBM's ServerProven program assures a customer of compatibility with specific third-party products.

Answer: D

QUESTION NO: 6

Which option best represents the way Capacity Manager aids optimizing performance and maximizing availability of managed servers?

- A. System monitor resources are managed by thresholds.
- B. Scheduled rejuvenation achieves server software peak efficiency.
- C. Slot manager identifies best slot for installation of PCI/PCI-X adapters.
- D. Performance analysis identifies system bottlenecks and recommends solution.

Answer: D

QUESTION NO: 7

Which of the following customer requirements would suggest a systems management solution on System x?

- A. Higher scalability
- B. Reduced operating costs
- C. Improved server performance
- D. Consolidation to one operating system

Answer: B

QUESTION NO: 8

A customer uses a 3rd-party management system to manage all the servers in their data center. They have approached their Sales specialist about purchasing some IBM System x servers for a new project. The customer has heard about IBM Director, but is concerned that this will produce additional administrative overhead. Which of the following statements will be MOST useful in addressing the customer's concern?

- A. Most third party management systems are IBM ServerProven products.
- B. IBM Director will run concurrently with third party management systems.
- C. The IBM Director Console can be run on the third party management server.
- D. Upward integration modules for many prominent third party management systems are available with IBM Director.

Answer: D

QUESTION NO: 9

A customer already has an HS21 blade server and wishes to upgrade the blade to 32GB of RAM (8 x4GB DIMMs). What should be proposed to the client?

- A. 8 x4GB DIMMs to go in their existing HS21
- B. 8 x 4GB DIMMs and a Memory and I/O expansion module
- C. 8 x 4GB DIMMs and a Storage and I/O expansion module
- D. An alternative server solution; the HS21 does not support 32GB of RAM

Answer: B

QUESTION NO: 10

IBM Director allows for upward integration into some management tools. Which management tool does NOT allow for this upward integration?

- A. IBM Tivoli
- B. BMC Patrol
- C. HPOpenview
- D. Microsoft SMS
- E. Microsoft WSUS

Answer: E

QUESTION NO: 11

Which of the following customer problems is a compelling reason to consider Remote Deployment Manager (RDM)?

- A. The customer is experiencing poor server utilization across locations.
- B. Applications are not well-integrated and frequently cause the server to fail.
- C. The customer lacks qualified IT staff to install servers and clients at many of their office locations.
- D. The customer has updates or new applications that need to be distributed to various off-site locations.

Answer: C

QUESTION NO: 12

An Internet Service Provider (ISP) is expanding its customer base by offering free Web hosting for six months to new customers. The ISP wants to rapidly deploy Microsoft Windows and Web serving software in image form so they can assign a highly available, cost-effective Web server to their clients within minutes. Which of the following solutions best meet this customer's requirements?

- A. IBM System X3455 running Linux
- B. IBM System X3950 with Tivoli Storage Manager
- C. IBM System X3550 with Symantec 'Ghost' Imaging software
- D. IBM BladeCenter with IBM Director and Remote Deployment Manager

Answer: D

QUESTION NO: 13

A customer has standardized on Cisco networking infrastructure. Which TWO of the following server technologies would best enable the customer to integrate network components?

- A. IBM BladeCenter
- B. IBM System X3755
- C. IBM System X3650
- D. IBM System X3950
- E. IBMBladeCenter T

Answer: A,C

QUESTION NO: 14

A BladeCenter customer is asking for Concurrent Keyboard/Video/Mouse, and Concurrent Remote Drive capabilities. Which TWO items would be required to accomplish this?

- A. Management Module
- B. iSCSI Expansion Card
- C. Advanced Management Module
- D. HS20, LS20 or JS20 blade server
- E. HS21,LS21,LS41 orJS21 blade server

Answer: C,E

QUESTION NO: 15

An industrial sector customer has requested a fully loaded BladeCenter H and an IBM Systems Storage DS4800 Storage Server. What is the minimum number of rack units that this configuration will utilize?

- A. 9
- B. 10
- C. 12
- D. 14
- E. 16

Answer: E

QUESTION NO: 16

Which two of the following are advantages of using the IBM BladeCenter architecture over rack-optimized servers? (Select two.)

- A. Rack density
- B. Adapter slots
- C. Internal storage capacity
- D. Infrastructure Simplification
- E. Standard Hot Swap SCSI Drives

Answer: A,D

QUESTION NO: 17

A customer wants to boot from SAN with their IBM BladeCenter infrastructure. What is required for the customer to be able to perform this? (Select two.)

- A. Fiber switch modules
- B. Internal drives on each blade server
- C. Fiber expansion cards for each blade server
- D. Cisco Systems Intelligent Gigabit Ethernet Switch

Answer: A,C

QUESTION NO: 18

A customer requires a pre-packaged hardware platform to run their Linux cluster. Which of the following the customer's criteria?

- A. IBMBladeCenter
- B. IBM System X3550
- C. IBM System X3455
- D. IBM System Cluster 1350

Answer: D

QUESTION NO: 19

A customer is interested in the IBM BladeCenter and wants to verify how many hot-swap 2.5" drives can be contained inside one chassis. Which of the following is the most appropriate answer?

- A. 7
- B. 14
- C. 21
- D. 28

Answer: C

QUESTION NO: 20

A customer wants to install an IBM BladeCenter infrastructure but is concerned about the cost of the internal fiber switches and wants to use the Optical Pass-Thru Module (OPM). At what point should this be mentioned to this customer?

- A. The blade servers do not work with the OPM.
- B. The OPM does not provide the customer with an opportunity to reuse their fiber switch.
- C. You can not put the OPM in the same IBMBladeCenter chassis as a Cisco Intelligent Ethernet Switch.
- D. Using blade servers with the Optical Pass-Thru Module will require more fiber ports on the external fiber switch.

Answer: D

QUESTION NO: 21

A large telecommunications company is considering new servers for their datacenter. Physical space is limited, and the customer has a requirement for NEBS compliance. Which of the following servers would be most appropriate to recommend?

- A. SystemX3455
- B. System X3250
- C. BladeCenterH
- D. BladeCenterT

Answer: D

QUESTION NO: 22

A customer is adding 10 servers into their datacenter, and they are trying to decide whether to use an IBM BladeCenter infrastructure or rack-optimized servers. What are three benefits of the IBM BladeCenter infrastructure that should be mentioned to the customer? (Select 3 answers.)

- A. It costs more.
- B. It uses a single management console.
- C. It uses less power than rack-optimized servers.
- D. It requires fewer cables than rack-optimized servers.
- E. It uses the same rack space as the rack optimized servers.
- F. It comes with a choice of only Intel and AMD processor technology.

Answer: B,C,D

QUESTION NO: 23

Which of the following is a 4-socket capable blade server?

- A. LS21
- B. LS41
- C. HS21
- D. JS21
- E. JS40

Answer: B

QUESTION NO: 24

A retail customer requires a tower server with 600 GB of internal disk storage at the lowest possible price point. Which of the following servers should the System x Sales Specialist recommend?

- A. IBM System X3250
- B. IBM System X3200
- C. IBM System X3650
- D. IBM System X3400

Answer: B

QUESTION NO: 25

A customer is planning to install a new Linux-based High Performance Computing (HPC) cluster with high memory throughput requirements. The customer will make the decision primarily based

on the total cost of ownership (TCO). Which of the following servers will provide the best solution?

- A. IBM SystemX3500
- B. IBM SystemX3250
- C. IBM System X3950
- D. IBM BladeCenterl_S21

Answer: D

QUESTION NO: 26

Which of the following servers best describes High Performance Computing with scalable, compelling price, performance, and leadership design?

- A. X3455
- B. X3655
- C. X3755
- D. X3850

Answer: C

QUESTION NO: 27

Which System x server can scale to 4 sockets with AMD Opteron processors?

- A. X3455
- B. X3755
- C. X3255
- D. X3950

Answer: B

QUESTION NO: 28

A customer requires a pre-packaged hardware platform to run their Linux cluster. Which of the following the customer's criteria?

- A. IBM Linux Cluster 1350
- B. IBM System X3550
- C. IBM System X3455
- D. IBMBladeCenter