

IBM

Exam 000-200

000-200 IBM Storage Sales Combined V1

5.0

[Total Questions: 156]

Topic 0, Main

Main

Question No : 1 - (Topic 0)

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

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

Answer: D**Question No : 2 - (Topic 0)**

The storage specialist is preparing the IBM System Storage DS6800 proposal for replacing a customer's EMC Symmetrix who's warranty has expired.

Which of the following TCO advantages should be highlighted in the proposal?

- A. FlashCopy included versus extra cost for TimeFinder
- B. Standard three year warranty and no software maintenance
- C. Larger disk capacity
- D. Flexible warranty and lower power consumption

Answer: D**Question No : 3 - (Topic 0)**

A large company with data centers in three countries wants to start a project for storage consolidation which will reduce costs and improve storage utilization by implementing storage virtualization at all three sites. The CIO has contacted the sales specialist for an IBM resource to help with this project. Which of the following IBM Resources addresses this request?

- A. Local FTSS
- B. Techline
- C. IBM Global Business/Technology Services

D. Executive Briefing Center**Answer: C****Question No : 4 - (Topic 0)**

The customer is looking for a new server to run his interactive database application. Many users will be accessing the database at the same time. Which of the following what types of server would you expect the customer to be running the database on for best performance and scalability?

- A. Unix or AIX server
- B. Intel server
- C. Data warehouse node
- D. High Performance Cluster

Answer: A**Question No : 5 - (Topic 0)**

The storage specialist is preparing the IBM System Storage DS6800 proposal for replacing a customer's EMC Symmetrix who's warranty has expired.

Which of the following TCO advantages should be highlighted in the proposal?

- A. Flexible warranty and lower power consumption
- B. Standard three year warranty and no software maintenance
- C. Larger disk capacity
- D. FlashCopy included versus extra cost for TimeFinder

Answer: A**Question No : 6 - (Topic 0)**

A small bio-technical company is interested in implementing an IBM Storage solution.

Which of the following tools can be used to help justify the cost of an IBM System Storage solution to a customer?

- A. System Storage Productivity Center (SSPC) for disk
- B. Disk Magic
- C. Total Cost of Ownership Now (TCO)
- D. Capacity Magic

Answer: C

Question No : 7 - (Topic 0)

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 for the storage sales specialist to use?

- A. Explain the benefits of the system storage DS5000 family
- B. Advise them the CLARiiON not delivering high customer value
- C. Explain the benefits of IBM system storage SVC compared to EMCinvista
- D. Explain the benefits of TPC for fabric

Answer: C

Question No : 8 - (Topic 0)

A large company with data centers in three countries wants to start a project for storage consolidation which will reduce costs and improve storage utilization by implementing storage virtualization at all three sites. The CIO has contacted the sales specialist for an IBM resource to help with this project. Which of the following IBM Resources addresses this request?

- A. Local FTSS
- B. IBM Global Business/Technology Services
- C. Executive Briefing Center
- D. Techline

Answer: B

Question No : 9 - (Topic 0)

A long time customer with both IBM servers and storage.

The storage specialist has been asked to present an update on the IBM storage portfolio.

The sales specialist suspects there is a competitor actively marketing in the account.

Which of the following questions from the customer would most likely indicate a competitive storage activity?

- A. How can the IBM SAN Volume Controller work in our environment?
- B. Does the DS8100 offer virtualized arrays?
- C. What are the support options available on the IBM System Storage DS5020?
- D. What is the raw disk capacity of the IBM System Storage DS5300?

Answer: B

Question No : 10 - (Topic 0)

Which IBM resource should be used to validate the results from a Disk Magic study PRIOR to presenting the final storage solution and pricing to a client?

- A. Customer Engineer
- B. CompeteLine Representative
- C. Storage Sales Specialist
- D. Field Technical Storage Specialist

Answer: D

Question No : 11 - (Topic 0)

A customer has Microsoft Windows, Sun, and Power servers with internal disk. They are porting several applications from other platforms to these servers and need 5 TB of shared disk.

Which of following is the most effective, highly available, shared storage solution for this customer?

- A. DS8300 Storage Server
- B. DS5300 Storage Server

- C. DS3400 Storage Server
- D. N5200

Answer: B

Question No : 12 - (Topic 0)

Which of the following functions does Hitachi Data Systems claim about the HDS USP V?

- A. Priority I/O queuing feature is supported on both mainframes and open systems
- B. Internal bandwidth equates to increased storage performance
- C. Performance increases as more devices are added to FC-AL loop
- D. Scalable cache up to 32 GB with non-definable usage

Answer: B

Question No : 13 - (Topic 0)

A customer is looking for a new backup solution and has installed a large base of EMC Symmetrix storage systems. Which of the following solutions will EMC likely propose?

- A. Tivoli Storage Manager
- B. Networker
- C. BrightStor
- D. NetBackup

Answer: B

Question No : 14 - (Topic 0)

Which of the following business requirements addresses Data Encryption on tape?

- A. Compliance with security regulations
- B. Information lifecycle management and business continuity
- C. Backup, recovery and archive
- D. Recovery point objective

Answer: A

Question No : 15 - (Topic 0)

A storage sales specialist is talking to a customer who is implementing a storage solution for an emergency room surgeon to rapidly retrieve critical information.

Which of the following is a key technology to meet these needs?

- A. Direct attached SCSI Drivers
- B. Direct attached SCSI drives
- C. Direct attached Near Line Storage
- D. Direct attachFibre Channel Storage

Answer: D

Question No : 16 - (Topic 0)

A retail customer has SAS attached storage for their Windows servers, and is allocating money in the next year's budget for additional SAS attached storage.

What question should be asked to determine the proper storage solution to propose?

- A. Has the customer considered IBM SAS solutions?
- B. What backup solution are you using?
- C. Would the customer consider a single storage pool?
- D. How many people manage your storage environment?

Answer: A

Question No : 17 - (Topic 0)

A Customer's major concern is the high cost of implementing SAN attached storage. They do need to consolidate storage and share data while utilizing existing LAN network infrastructure. Which of the following IBM products should be proposed?

- A. DS3400

- B. XIV entry model
- C. 9550
- D. N5300

Answer: D

Question No : 18 - (Topic 0)

SUN STK claims the highest reliability and fastest mount times in the industry. Which features of the TS3500 should be configured in response to the STK proposal?

- A. TS3500 with the High Availability option
- B. TS3500 with dual gripper
- C. TS3500 with both LTO Generation 4 Ultrium Drives and 3592 high performance drives intermixed
- D. TS3500 with ALMS

Answer: A

Question No : 19 - (Topic 0)

A retail customer has a combination of Microsoft Windows file servers with direct attached storage and Power Systems with AIX database servers SAN attached to a DS4700. The DS4700 is reaching capacity, and the customer needs to migrate to a more scalable storage system.

Which of the following would be most appropriate to ask first?

- A. What is the budget allocated for storage?
- B. How much space is available in the current storage systems?
- C. What is the projected storage requirement?
- D. Will all servers be SAN attached?

Answer: A

Question No : 20 - (Topic 0)

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 for the storage sales specialist to use?

- A. Explain the benefits of the system storage DS5000 family
- B. Explain the benefits of TPC for fabric
- C. Advise them the CLARiiON not delivering high customer value
- D. Explain the benefits of IBM system storage SVC compared to EMCinvista

Answer: D

Question No : 21 - (Topic 0)

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

- A. Availability of a secondary site
- B. DataDeduplication
- C. Disaster Recovery Plan
- D. Recovery Point Objective

Answer: D

Question No : 22 - (Topic 0)

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

- A. NetApp
- B. Quantum
- C. Sony
- D. SunStorageTek

Answer: D

Question No : 23 - (Topic 0)

A manufacturing customer has an existing SAN for their AIX servers and they want to add

their Windows servers with file level access to their existing storage pool.

Which of the following is the lowest cost solution?

- A. IBM Cisco MDS 9513
- B. N7900
- C. N6040
- D. DS3399

Answer: C

Question No : 24 - (Topic 0)

Which of the following functions does Hitachi Data Systems claim about the HDS USP V?

- A. Scalable cache up to 32 GB with non-definable usage
- B. Priority I/O queuing feature is supported on both mainframes and open systems
- C. Internal bandwidth equates to increased storage performance
- D. Performance increases as more devices are added to FC-AL loop

Answer: C

Question No : 25 - (Topic 0)

A customer is looking for a new backup solution and has installed a large base of EMC Symmetrix storage systems. Which of the following solutions will EMC likely propose?

- A. Tivoli Storage Manager
- B. Networker
- C. BrightStor
- D. NetBackup

Answer: B

Question No : 26 - (Topic 0)

Which of the following is an advantage of the IBM System Storage SAN Volume Controller