IBM

Exam 000-959

Enterprise Storage Sales V3

Version: 7.5

[Total Questions: 120]

Topic 1, Volume A

Question No : 1 - (Topic 1)

A customer has several different storage systems from different vendors all connected on a storage area network. All arrays are at least 80% utilized, and the customer needs additional capacity. Rack space and power are very limited.

Which SAN Volume Controller concept should a sales specialist emphasize to convince the customer to purchase a SAN Volume Controller?

A. Compression
B. Deduplication
C. Virtualization
D. Block and file I/O

Answer: A
Reference: http://www-03.ibm.com/systems/storage/software/virtualization/svc/index.html

Question No : 2 - (Topic 1)

An existing EMC customer has a number of UNIX and Windows based applications that are hosted on an EMC VMAX 10K system and the storage is fully populated. As part of an acquisition, the customer now wants to add a small mainframe into the current environment.

What is the best reason to recommend the DS8870 in this situation?

A. DS8870 provides increased ease of use over the VMAX 10K.
B. A DS8870 is capable of managing Count Key Data (CKD) volumes.
C. The DS8870 is capable of providing system-wide encrypted volumes.
D. A VMAX 10K would require an upgrade to support FICON protocol.

Answer: B
Reference: http://www-01.ibm.com/support/docview.wss?uid=ssg1S7004088&aid=1 (page 26)

Question No : 3 - (Topic 1)

A customer has an Oracle database running on z/OS. The customer wants to keep three copies database at separate sites.

Which feature would allow them to do that?

A. Metro Global Mirror
B. Active Cloud Engine
C. Volume Mirroring
D. System z HyperPAV

Answer: A
Reference: http://www.redbooks.ibm.com/redbooks/pdfs/sg246787.pdf

Question No : 4 - (Topic 1)

Which architectural functionality of the XIV product almost completely eliminates hot spots?

A. RAID 10
B. SSD caching
C. InfiniBand backplane
D. Data distribution algorithm

Answer: D

Question No : 5 - (Topic 1)

A customer plans to replace its storage infrastructure which supports Oracle databases and a server farm based on VMware by a storage grid architecture. A Business Partner sales specialist proposes a two XIV grid system with 486 TB of usable capacity and implementation services.

What approach may be used to migrate the applications' data?

A. Configure the XIV with IBM Lab Services
B. Use the XIV native migration facility
C. Develop scripts to automatically move the data
D. Use host resources to migrate the data using LVM

Answer: A

Question No : 6 - (Topic 1)

A new customer to the TS3500 wants to know if the TS3500 they recently purchased has a three-year 9x5 warranty.

What is the correct answer to give the customer?

A. One year, 7x24 is the standard warranty.
B. Three years, 9x5 is the standard warranty.
C. Three years, 7x24 is the standard warranty.
D. One year, 9x5 is the standard warranty, with an option to provide three years 9x5.

Answer: A
Reference: http://www-03.ibm.com/systems/storage/tape/ts3500/specifications.html (see warranty)

Question No : 7 - (Topic 1)

The Real-time Compression Appliance can bring compression capabilities to which product?

A. XIV
B. HDS USP
C. NetApp FAS3140
D. Storwize V7000 Unified

Answer: C

Question No : 8 - (Topic 1)

A customer is considering adding Real-time Compression software to their currently installed SAN Volume Controller.

Which workload would benefit most from Real-time Compression software?

A. video files
B. database
C. software development
D. encrypted files

Answer: B
Reference: http://www-03.ibm.com/systems/storage/network/rtc/stn6800/features.html

Question No : 9 - (Topic 1)

A customer needs a new multiple-terabyte environment to accommodate a large DB2 database.

Which requirements are most critical to obtain to create an appropriate solution?

A. number of IOPS and number of disk drives
B. number of IOPS and amount of physical capacity
C. number of network adapters and number of disk drives
D. number of disk drives and amount of physical capacity

Answer: A

Question No : 10 - (Topic 1)

A new ProtecTIER customer wants to know what the standard warranty is on that system.

What is the correct answer to give this customer?

A. One year. 9x5 is the standard warranty.
B. One year. 7x24 is the standard warranty.
C. Three years, 9x5 is the standard warranty.

D. Three years. 7x24 is the standard warranty.

Answer: A

Reference: http://www-01.ibm.com/common/ssi/cgi-bin/ssialias?infotype=an&subtype=ca&appname=gpateam&supplier=897&letternum=ENUS112-102 (see terms and conditions)

Question No : 11 - (Topic 1)

Which feature clearly differentiates XIV from an EMC VMAX in terms of lowering the total cost of ownership?

A. throughput
B. thin provisioning
C. graphical user Interface (GUI)
D. ability to utilize multiple RAID types

Answer: D

Question No : 12 - (Topic 1)

When discussing the SAN Volume Controller's Easy Tier capability with a customer, the sales specialist mentions that this capability was first developed and utilized in another IBM product prior to its introduction within the SAN Volume Controller.

Which product is the sales specialist referring to?

A. XIV
B. N7900
C. Storwize V7000
D. DS8000

Answer: D

Question No : 13 - (Topic 1)

A sales specialist wants to recommend an XIV storage system with the lowest acquisition cost and therefore is recommending a one-year warranty.

What should the sales specialist know about XIV warranty offerings?

A. Three years 7x24 is the standard.
B. Three years 9x5 is the standard, with an option to provide 7x24.
C. One year 9x5 is the standard, with an option to provide three years 7x24.
D. By choosing the correct machine type, only one year 7x24 will be included.

Answer: D

Question No : 14 - (Topic 1)

A financial customer running on z/OS has been talking with EMC and now wants to completely eliminate tap* from their environment.

Which IBM product would allow the customer to do that?

A. TS7720
B. TS7740
C. TS3500
D. TS7650

Answer: A

Question No : 15 - (Topic 1)

When discussing Business Continuity with a customer, which capability recovers an entire data center at a different site if a natural catastrophe destroys the primary site or otherwise renders it inoperable?

A. High Availability
B. Disaster Recovery
C. IBM SmartCloud Storage Access
D. FlashCopy

Answer: A

Question No : 16 - (Topic 1)

A sales specialist is preparing a proposal for a customer whose internal cost for borrowing money is 5%.

What should be highlighted in the proposal?

A. The Return On Investment is greater than 6%.
B. The Net Present Value is 5 months or less.
C. The lease note will be above 5%.
D. The Total Cost of Ownership is positive by at least 5%.

Answer: A

Question No : 17 - (Topic 1)

What is most important in the proof of concept process?

A. timing
B. logistics
C. test plan
D. acceptance criteria

Answer: C

Question No : 18 - (Topic 1)

A customer is purchasing a NAS solution with 1 PB of useable disk space for a private cloud project and is interested in sharing resources while protecting unauthorized data access between departments.

Which NT950T feature must be configured for this solution?

A. NearStore
B. FlexShare

C. FlexCache
D. MultiStore

Answer: D

Question No : 19 - (Topic 1)

How do IBM storage products achieve the Self-Optimizing attribute of IBM Smarter Storage?

A. By predicting which drives are going to fail before data is lost
B. By automatically moving data to the most appropriate storage tier
C. By changing speed of individual disks to reduce energy consumption
D. By allowing administrators to manually tune the performance of the system

Answer: B
Reference:
http://public.dhe.ibm.com/common/ssi/ecm/en/tss03101usen/TSS03101USEN.PDF (page 4)

Question No : 20 - (Topic 1)

A health care provider who uses Oracle applications on UNIX servers needs to keep 30 back-up copies of the Oracle Database each month. The provider currently stores all copies on a primary disk system but growth is becoming a problem.

Which IBM technology can reduce the health care provider's need to purchase an additional disk and provide fast restoration of the data, if required?

A. Easy Tier with QS8870
B. TS7740 virtual tape
C. deduplication with ProtecTIER
D. System Storage Archive Manager for TSM

Answer: B
Reference: http://www-03.ibm.com/systems/storage/tape/ts7700/

Question No : 21 - (Topic 1)

A customer who has an installed SAN Volume Controller is having latency Issues with their SAN network.

Which function of Tivoli Storage Productivity Center would help diagnose those Issues?

A. Storage Optimizer
B. SAN Storage Planner
C. Tiered Storage Optimization
D. Fabric Performance Management

Answer: C

Question No : 22 - (Topic 1)

A customer has a rapidly expanding enterprise-level storage requirement and is considering purchasing an IBM DS3970 Storage System.

The customer has been approached by an EMC representative. Who has proposed VMAX 10K solution.

What is a potential reason for choosing the DS8870 over the VMAX 10K?

A. supports a larger System Cache
B. capable of utilizing 2.5-inch disk drives
C. capable of system-based data encryption
D. keeps its performance when utilizing internal volume replicas

Answer: A
Reference:
http://public.dhe.ibm.com/common/ssi/ecm/en/tsl03134usen/TSL03134USEN.PDF