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Exam : **000-122**

Title : Power Systems with POWER7 Common Sales Skills -v2

Version : DEMO

1.A Power 740 customer with 4 cores licensed to AIX is planning to add 4 additional cores and a partition for IBM i.They have sized the new IBM i workload at 1.7 cores and AIX will use the other
6.3 cores.What software will be necessary to enable this solution'?
A.PowerVM Standard Edition licensed for 8 cores AIX Standard Edition licensed for 7 cores IBM i licensed for 2 cores
B.AIX Enterprise Edition licensed for 6 cores IBM i licensed for 2 cores
C.PowerVM Express Edition licensed for 8 cores AIX Express Edition licensed for 7 cores IBM i licensed for 2 cores
D.PowerVM Standard Edition licensed for 8 cores AIX Standard licensed for 6.3 cores IBM i licensed for 1.7 cores
Answer: A

2.A customer has let their Software Maintenance (SWMA) expire and needs to activate additional processors on their Power 770.What does the customer need to purchase?
A.Additional licenses for the new processors.
B.New licenses for the both the existing and new processors.
C.After License Fee for both the new and the old processors.
D.Additional licenses for the new processors and After License Fee for the existing processors.
Answer: D

3.A sales professional is engaged in a competitive sales situation against a non-IBM solution that is unfamiliar to them.Which resource should be engaged first?
A.CompeteLine
B.Migration Factory
C.TCO analysis tools
D.Pre Sales Advisor tool
Answer: A

4.A customer has several dedicated LPARs.The key application in one LPAR temporarily needs more processing power.How can performance be improved?
A.Mirror the LPAR to a second system
B.Add a second LPAR to the application
C.Change dedicated LPARs to shared LPARs
D.Reduce the number of LPARs on the system
Answer: C

5.Which of the following can be used to provide a basis for proving that Power Systems have a lower cost of ownership than x86 systems?
A.rPerf and CPW measurements
B.Analysis report from the Alinean Tool
C.ISV recommendations and lower IBM financing costs
D.White papers that illustrate IBM's leadership technology
Answer: B

6.An existing IBM customer needs to acquire a new Power Systems server with the following characteristics:
-Must support 12 processor cores -Must accommodate the largest number of adapters in the system unit -Must fit within 4U of existing rack space
Which of the following should be proposed'?
A.Power 720
B.Power 730
C.Power 740
D.Power 750
Answer: C

7.What energy capability of Power Systems can be used in data centers to restrict server energy consumption, especially in cases where the data center might be nearing the limit of the energy it can provide?
A.Power Capping
B.EnergyScale for I/O
C.Processor Core Nap
D.Dynamic Power Saver
Answer: A

8.What is the minimum HMC model required to manage POWER7 or POWER7+ servers?
A.7310-CR2
B.7310-CR3
C.7310-CR4
D.7042-CR5
Answer: B

9.A Chief Financial Officer (CFO) has requested a brief review of an IBM Power proposal before providing final approval.Which of the following are key topics that should be included in the executive summary?
A.How Power Systems supports customer objectives Acquisition cost Total Cost of Ownership
B.Acquisition cost Listing of software products How Power Systems supports customer objectives
C.Power Systems overview Proposed financing Total Cost of Ownership
D.Power value proposition Acquisition cost Hardware features
Answer: A

10.Which of the following features demonstrate the versatility of Power Systems?
A.Support for RAID-1 thru 5 PCIe Gen 2 expansion drawers
B.Choice of AIX, IBM i and Linux Ability to run Windows in a WPAR
C.Highly efficient partition virtualization Virtualized I/O with redundancy
D.Support for LDAP Support for Oracle applications on PowerLinux
Answer: C

11.Which of the following Power Systems servers offer Capacity on Demand (CoD)?
A.Power 71Y, 7R2

B.Power 770, 780, 795
C.Power 720, 740, 750
D.Power 750, 755, 770
Answer: B

12.A prospective customer is running a database application that cannot be upgraded.They plan to replace it with a DB2-based server environment that can scale in the future.
The prospect has asked why anyone would choose Power Systems servers when Intel-based servers cost less.Which of the following is an effective response?
A.DB2 on Power Systems delivers more than ten times the throughput per core than on Intel due to exploitation of SMT.
B.Core for core, Intel-based servers have more expensive DB2 software licensing costs when compared to Power Systems.
C.Power Systems servers offer a lower TCO due to greater processor power, virealization technologies and both horizontal and vertical growth.
D.Power Systems servers offer superiority in energy-management technologies and use dramatically less energy while generating much less heat.
Answer: C

13.A customer with a 15TB data base needs very fast data access to approximately 15% of that data.Which storage solution below supports the customer requirements?
A.Solid State Drives in the internal disk bays
B.Solid State Drives and SAS disk drives, in an external SAN utilizing Easy-tier
C.900GB SAS disk drives implemented in an external I/O drawer to 2 GX++ busses
D.Solid State Drives and SAS drives mixed internally with virtualized access using VIO Server
Answer: B

14.Which of the following describes benefits that Power Systems servers might offer to a customer administering a growing number of Intel-based Linux servers?
A.Consolidating on PowerLinux servers would run multiple Linux applications on fewer systems.
B.PowerLinux servers manage both POWER-based and Intel-based Linux servers from a single console.
C.PowerVM on PowerLinux servers enables a consolidation of up to 10 Intel virtual machines per POWER core.
D.PowerLinux servers with SMT4 can execute up to 5 instructions per cycle, reducing the number of servers needed.
Answer: A

15.An existing Power Systems client has implemented an SAP application with the financial, database and web serving applications on separate POWER5+ servers.
A Power 760 proposal to consolidate all three POWER5+ systems using LPARs has been presented.
The CIO has stated that only the unpredictable performance of the web server justifies replacement.What should the response be?
A.The Power 760 offers Linux web serving for higher performance
B.Split the web server into multiple LPARs for better performance on the new Power 760

C.Consolidation onto one Power 760 using dedicated LPARs to support the three environments
D.Consolidation onto one Power 760 offers the ability to dynamically move virtual system resources to the web server when required.
Answer: D

16.A customer has a Power 720 with an expansion unit.The disk slots in the CEC and the expansion drawer are full.The customer wants to add SSD capacity.
Which of the following is the most economical option for the customer?
A.Install an SSD disk riser in the Power 720 CEC
B.Install PCIe SSD SAS adapter to support SSDs without using disk slots
C.Install a SAS RAID adapter and an optional disk riser in the CEC to support SSDs.
D.Install an SSD enablement feature and a second expansion unit on the Power 720 to house the SSDs
Answer: B

17.Which of the following statements is true regarding IBM PowerLinux servers?
A.PCIe adapter cards can be hot-pluggable in the system unit (CEC).
B.PowerVM is included at no charge in the initial order of PowerLinux servers.
C.Initial cost of acquisition is lower for those customers who will only run Linux.
D.Red Hat and/or SuSe distributions are included at no charge in the initial order
Answer: C

18.Which of the following measures, monitors, and manages electrical and thermal components of IBM servers, storage and networking equipment?
A.Active Energy Manager
B.Tivoli Monitoring Director
C.Intelligent AC power distribution units
D.Power Environment Measuring Probe
Answer: A

19.A CIO has asked for a comparison of the performance between Power Systems servers running AIX and HP-UNIX servers.Which benchmark should be discussed?
A.rPerf
B.TPC
C.MIPS
D.CPW
Answer: B

20.What is a function found in PowerVM that has no equivalent function in VMware?
A.Remote Restart
B.Partition Mobility
C.Memory Sharing
D.Processor virtualization
Answer: C