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Exam : **000-301**

Title : IBM System x Solution Sales v1

Version : DEMO

1. The IT director at your customer is interested in migrating to System x architecture, but has concerns about the impact that it will have on the existing environment and the ability to address key business requirements. To help alleviate these concerns, which of the following strategies should be employed?

A. Explain that loaner/demo programs are available for testing purposes and that case studies referencing similar deployments are available.

B. Provide a personal guarantee that there will not be any issues and that you will arrange for a return if not satisfied or cut them a deal on future purchases.

C. Explain how IBM has been in business for many more years than the competition and that the customer may be taking more of a chance by partnering elsewhere.

D. Explain that every vendor uses pretty much the same technology in the x86 space and that the difference for IBM is really in the customer relationship.

Answer: A

2. Which of the following is NOT an IBM software tool?

A. Advanced Management Module

B. BladeCenter Open Fabric Manager

C. IBM Virtualization Manager

D. IBM PowerExecutive

Answer: A

3. A customer has reached the cooling limit in his datacenter, but still has room for additional IBM racks and servers. The customer intends to add an IBM eServer Cluster 1350 into an IBM eSeries Enterprise rack. What would you recommend to allow continued growth?

A. IBM "CoolBlue" rear door Heat Exchanger

B. IBM Power Director

C. A larger air-conditioning system

D. None of the above

Answer: A

4. Your Client is looking for an easy-to-use, integrated suite of tools with consistent look and feel and single point of management to simplify their IT tasks. What would YOU suggest?

A. IBM ServerGuide

B. IBM Update Express

C. IBM Director

D. IBM SVC (Storage Virtualization Controller)

Answer: C

5. Is there a System x servers that offers 4-way performance capable of running 32-bit and 64-bit applications simultaneously?

A. yes, the x3755 and x3455

B. yes, x3455

C. yes, the x3950 and x3800

D. System x servers do not support 32-bit and 64-bit apps simultaneously

Answer: C

6. All of the following are key IBM differentiators regarding energy management EXCEPT:

A. Calibrated Vectored Cooling technology to improve airflow

B. IBM Rear Door Heat eXchanger designed to dissipate heat generated from the back of the rack to reduce the overall room temperature.

C. Fewer processors per the BladeCenter power and cooling envelope spread out heat disbursement

D. IBM PowerExecutive?solution building block

Answer: C

7. On which of the following IBM BladeCenters can both Linux and AIX be installed?

A. JS22

B. HS21

C. LS41

D. This configuration is not currently supported

Answer: A

8. which of the following is a benefit of virtualization?

A. increased utilization of server resources

B. fewer physical servers in the datacenter

C. reduced power and cooling requirements

D. all of the above

Answer: D

9. The IT manager at ABC Company complains that the cost of managing and maintaining client workstations is spiraling out of control while security issues are an ongoing concern. The IT manager asks for a solution to these issues that also allows the ability to maintain both hardware and software flexibility. Which of the following solutions will best meet this need?

A. Consolidate server workloads by combining the functions of many servers to fewer servers

B. Implement server virtualization to provide flexibility and meet changing utilization needs

C. Deploy server-based applications and workstations in a shared services model using Citrix

D. Virtualize client operating systems and applications on servers using VMware to centralize desktop management

Answer: D

10. Which of the following is NOT a competitive advantage of Oracle solutions on a System x platform?

A. Pay as You Grow scalability

B. Horizontal and vertical scalability

C. Price/performance ratio

D. Oracle licenses cost less on System x

Answer: D

11. Through the Blade Migration Center, IBM makes available several free and fee-based services to assist with migrating from competitive servers. Select which offerings are available:

A. Migration methodologies, consulting and implementation assistance

B. Technical and marketing material

C. Financial incentives

D. All of the above

Answer: D

12. Select the IBM competitor that the following scenario about cooling fan configuration describes: In a 4-fan configuration, the blades in bays 1, 2, 5 and 6 are permitted to power on. In a 6-fan configuration, you can populate the blade devices in all of the bays. A single fan failure results in lost redundancy in a fan subsystem. The remaining fans run at maximum RPM for that fan rule. Multiple fan failures result in a failure of the coolingsubsystem.

A. EMC

B. DELL

C. HP

D. all of the above
Answer: C

13. Your client says i want everything in one box a complete package including powerful processing and internalstorage. What does your client actually need?

A. ADS4000

B. A versatile, System x, all-in-one 4-way server

C. A versatile 2-way tower

D. An easy to use laptop with tons of internal storage space
Answer: B

14. Select the product that allows you to manage an end-to-end view of your IT infrastructure, monitoring andprovisioning, as well as problem prevention and resolution.

A. Lotus

B. Websphere

C. Tivoli

D. Rational
Answer: C

15. Which System x server offers unbeatable performance, such as Scale Up capability, High Availability, and Consolidation, covering most of the SQL Server 2005 advantages?

A. x3800

B. x3950

C. BladeCenter S

D. DS8000

Answer: B

16. A customer is adding a major health care application suite and requires database servers, application servers, large amounts of storage, and a backup solution dedicated to the new application. The customer traditionally runs each application on separate servers with no SAN or enterprise backup solution. The customer does not understand IBM's consolidation strategy but is open to new technology. What item is NOT needed in responding to the customers request for a proposal (RFP)?

A. Hardware requirements, including # of servers, server size and disk capacity requirements

B. Availability requirements, in other words, is this application mission critical?

C. Scalability, in other words, what is the expected growth of the system?

D. Location, in other words, is the equipment going to be located locally or remote?

Answer: D

17. Complete the following statement: The BladeCenter E is for _____.

A. Small offices.

B. Clients looking for maximum density and power efficiency. If you have a power limit, look to IBM to help you maximize your performance/Watt.

C. Clients looking for ultimate I/O bandwidth, performance and virtualization.

D. When the IT will sit in a non-pristine data center location, for example, dusty, hot, and earthquake zones.

Answer: B

18. The x3755 is a _____ Enterprise server.

A. 8U

B. 3U

C. 4U

D. 2U

Answer: C

19. Due to limited datacenter space, which is the MOST difficult resource to increase on demand?

A. power

B. cooling

C. cabling

D. none of the above

Answer: B

20. One way to host remote users that need high (2D and 3D) graphics performance, high processor performance, Windows XP or Vista logo, and full USB support is to offer _____.

A. BladeCenter S

B. BladeCenter T

C. HC10 workstation blade

D. LS21

Answer: C

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