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Exam : **C4120-785**

Title : IBM PureFlex Sales Expert
V1

Version : DEMO

1. A Business Partner is proposing a PureSystem using the SAP Reference Architecture to an installed HP client. The client is expressing some concern that the proposed solution may not be the right solution for their environment- The client wants to be assured that the solution is not missing any items.

What should the Business Partner do in order to overcome the client concern?

- A. Perform a PureSystems TDA of the solution
- B. Engage IBM ATS on site to present the solution
- C. Provide the IBM white paper on the SAP Reference Architecture
- D. Utilize the local Lab Services team to overcome the client's concerns

Answer: A

2. A client is doing a sizing comparison between a PureSystems and systems from Cisco UCS, Dell and HP.

What should the sales expert do to get quick, free head-to-head comparisons between the IBM Flex System, PureFlex System, PureApplication System, and PureData System offerings, and major competitive solutions?

- A. Call Techline/Competeline
- B. Utilize Competitive Sales Tool
- C. Use the IBM Pre-Sales Advisor tool
- D. Run IBM Systems Consolidation Evaluation Tool

Answer: B

Explanation: <http://ecs.arrow.com/ibmhardware/ibm-pure-systems/pure-resource/>

3. A client is thinking of investing in an IBM PureFlex solution for their server environment. They want to know if the investment they are about to make will be returned in time. During the meeting, the sales expert wants to calculate and present a rough estimate of the savings.

What tool would the sales expert use in the pre-sales part of the engagement for estimating the Return on Investment of the IBM PureFlex offering?

- A. IBM Zodiac Tool set
- B. IBM TCOnow! and IBM ROI now!
- C. IBM PureFlex System TCO Analysis Tool Alinean
- D. IBM Advanced Technical Support Server Consolidation Monitor

Answer: B

4. Which is a complete list of hypervisors that are supported for provisioning with SmartCloud Entry 3.1?

- A. VMware and PowerVM
- B. VMware, PowerVM and KVM
- C. VMware, PowerVM, KVM and Hyper-V
- D. VMware, PowerVM, KVM, Hyper-V and Xen

Answer: C

Explanation: <http://www-01.ibm.com/common/ssi/cgibin/ssialias?infotype=an&subtype=ca&appname=gpateam&supplier=897&letternum=ENUS213169>

5. A client would like to use metering and billing in infrastructure based on 30 servers on IBM PureSystems.

They want the fastest time to value possible.

Which offering will fit this requirement?

A. A PureFlex Express System

B. A PureFlex Enterprise System

C. A Flex System with FSM Basic

D. A Flex System with FSM Advanced

Answer: D