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Title IBM Power Systems with

POWER8 Sales Skills V2

Version: DEMO

1.A potential IBM POWER8 customer is worried about the life of RISC processor.

Which of the following response should help the customers do not have to worry too much about investment in Power System's?

- A. Because IBM support Little Endian, AIX and IBM i will be able to run on x86.
- B. IBM operating system and Power Technology Roadmap emphasizes the IBM technology promises.
- C. Even if POWER stop production, all IBM applications and middleware have been ported to Linux.
- D. IBM assure OpenPOWER foundation that IBM will continue to develop POWER chips in the next 10 years.

Answer: B

2.A customer is close to maximum energy consumption in their data center and wants to measure and predict energy use.

Which POWER8 feature will provide the required function?

- A. Power capping
- B. Power saver mode
- C. Power core nap mode
- D. Power trending

Answer: D

- 3.Software developers can take advantage of what elements of POWER8 technology to optimize the performance in E870?
- A. transactional memory and SMT
- B. Active Memory Expansion and store keys
- C. first failure data capture (FFDC) and the service processor
- D. Hypervisor and thermal power management device (TPMD)

Answer: A

4.Customers want to run an Oracle application which POWER8 and competitors platform both provide. The Oracle application per core permission.

Which POWER8 processor advantage can provide a competitive advantage of total cost of ownership (TCO) aspect?

- A. core performance
- B. 8 cores per processor
- C. 3 memory cache
- D. processor instruction retry

Answer: A

- 5. How does POWER8 technology bring to lower TCO?
- A. higher performance core can reduce software license.
- B. RAS feature means that no longer need to spend any cost on a failover system.
- C. Power systems of lower energy consumption can be reduce 20% of the system cost.
- D. Software License and Capacity on Demand make the minimum number of software license core.

Answer: A