



**Exam Code:** 000-200

**Exam Name:** IBM Storage Sales V1

**Vendor:** IBM

**Version:** DEMO

## **Part: A**

1: SUN STK claims the highest reliability and fastest mount times in the industry. Which feature(s) of the TS3500 should be configured in response to the STK proposal?

A.TS3500 with a dual gripper

B.TS3500 with the High Availability option

C.TS3500 with ALMS (Advanced Library Management System)

D.TS3500 with both LTO Generation 4 Ultrium Drives and 3592 high performance drives intermixed

**Correct Answers: B**

2: Which of the following products helps a customer identify a performance bottleneck?

A.IBM Disk Magic

B.Tivoli Productivity Center for Replication

C.Tivoli Productivity Center for Disk

D.Tivoli Productivity Center for Data

**Correct Answers: C**

3: The storage specialist submits a proposal to the customer who asks if the solution supports multi-level Vraid architecture (Vraid0, Vraid1, Vraid5). What major competitor has Vraid architecture?

A.HP

B.EMC

C.SUN

D.Network Appliance

**Correct Answers: A**

4: A manufacturing customer is interested in a trial of a storage solution. Which of the following is the maximum period of time is a partner authorized to have an onsite piece of trial equipment under the rules of the IBM Business Partner Trial Program?

A.30 days

B.60 days

C.90 days

D.120 days

**Correct Answers: C**

5: Which of the following is an advantage of the IBM System Storage SAN Volume Controller (SVC) over competing storage virtualization products?

A.Requires no IBM Tivoli products

B.Data Migration capability

C.Inline data encryption

D.Based upon Power6 processors

**Correct Answers: A**

6: A retail customer is experiencing bottlenecks in their IT environment. Which of the following responses address this issue?

- A.Meet with the IT Director
- B.Present IBM's On Demand storage strategy to CFO
- C.Trial install of Tivoli Provisioning Manager (TPM)
- D.Perform Disk Magic study

**Correct Answers: A**

7: A customer has a SAP production database with 10TB of usable storage on a DS4700. The growth rate of the data is 50% per year. The majority of the data rapidly becomes reference data and is not frequently accessed. The customer would like to implement a content addressable storage solution that would migrate the reference data to a less expensive disk. Which of the following would be most cost effective solution?

- A.DR550 with Commonstore
- B.DS5020 using SATA drives and TSM with HSM
- C.DS8100 with TotalStorage Productivity Center for Data
- D.DS5100 with TotalStorage Productivity Center for Data Replication

**Correct Answers: B**

8: Which of the following data retention solutions is considered to be the market share leader?

- A.HP RISS
- B.EMC Centera
- C.IBM System Storage DR550
- D.NetApp FAS3000 with SnapLock

**Correct Answers: B**

9: An IBM storage specialist is talking to a client regarding their current tape library and backup strategy. Which of the following questions would be most appropriate to identify the customer's business challenges?

- A.Type of tape drives?
- B.What software is being used for backup?
- C.Has there been any recent loss of data?
- D.How many tape drives are in the library?

**Correct Answers: C**

10: A customer's major concern is the high cost of implementing SAN attached storage. They do need to consolidate storage and share data while utilizing existing LAN network infrastructure. Which of the following IBM products should be proposed?

- A.N5300
- B.9550
- C.DS3400
- D.XIV Entry Model

**Correct Answers: A**

11: IBM Business Partners face a penalty for Critical Situations (critsit) caused when a Technical Delivery Assessment (TDA) is not followed. In US dollars, which of the following is the penalty does IBM impose if a critsit arises in this circumstance?

- A.\$1,000
- B.\$2,500
- C.\$10,000
- D.\$25,000

**Correct Answers: C**

12: The customer is looking for a new server to run his interactive database application. Many users will be accessing the database at the same time. Which of the following what types of server would you expect the customer to be running the database on for best performance and scalability?

- A.Intel server
- B.Data warehouse node
- C.Unix or AIX server
- D.High performance cluster

**Correct Answers: C**

13: A customer has just signed the order for a new TS3500 Tape Library. What document should be used to guide the business partner to verify the environment?

- A.TS3500 Red Book
- B.TS3500 Operators manual
- C.Solution Assurance Product Review (SAPR) guide
- D.TS3500 Product Installation and Planning guide

**Correct Answers: C**

14: A retail customer has SAS attached storage for their Windows servers,. and is allocating money in next year's budget for additional SAS attached storage. What question should be asked to determine the proper storage solution to propose?

- A.What backup solution are you using?
- B.How many people manage your storage environment?
- C.Has the customer considered IBM SAS solutions?
- D.Would the customer consider a single storage pool?

**Correct Answers: D**

15: An IBM Power System with AIX customer is using an IBM System Storage DS8100 in location A and an IBM System Storage DS5100 in location B 25 km across town. The customer wants a redundant copy in location B for disaster recovery. Which of the following solutions will best satisfy this requirement?

- A.FlashCopy on a DS8100
- B.SAN Volume Controllers with FlashCopy
- C.SAN Volume Controllers with Metro Mirror
- D.Global Mirror on the DS8100 and Enhanced Remote Mirror on the DS5100

**Correct Answers: C**

16: Which of the following is an advantage of the IBM System Storage SAN Volume Controller (SVC) over competing storage virtualization products?

- A. Based on IBM Power
- B. Superior performance
- C. Inline data encryption
- D. Both in band and out of band virtualization

**Correct Answers: B**

17: Which of the following tools enables a storage specialist to accurately identify the number of disk drives in a storage solution?

- A. eConfig
- B. Capacity Magic
- C. Disk Magic
- D. Storage Manager

**Correct Answers: C**

18: A long time customer with both IBM servers and storage. The storage specialist has been asked to present an update on the IBM storage portfolio. The sales specialist suspects there is a competitor actively marketing in the account. Which of the following questions from the customer would most likely indicate a competitive storage activity?

- A. How can the IBM SAN Volume Controller work in our environment?
- B. What is the raw disk capacity of the IBM System Storage DS5300?
- C. Does the DS8100 offer virtualized arrays?
- D. What are the support options available on the IBM System Storage DS5020?

**Correct Answers: C**

19: A customer is facing an audit in a few months. The company needs to show it is storing his data point in time regulated information properly. Therefore he wants to consolidate his data in an appropriate Storage Solution. But before purchasing he wants to validate and test the design. Which of the following is the appropriate contact?

- A. IBM Almaden Lab
- B. IBM Techline
- C. IBM Executive Briefing Center
- D. Business Partner Innovation Center

**Correct Answers: D**

20: A retail customer has a combination of Microsoft Windows file servers with direct attached storage and Power Systems with AIX database servers SAN attached to a DS4700. The DS4700 is reaching capacity, and the customer needs to migrate to a more scalable storage system. Which of the following would be most appropriate to ask first?

- A. Will all servers be SAN attached?
- B. What is the budget allocated for storage?

C.What is the projected storage requirement?

D.How much space is available in the current storage systems?

**Correct Answers: B**