



**Exam Code:** 000-331

**Exam Name:** Power Systems Sales for AIX and Linux

**Vendor:** IBM

**Version:** DEMO

## Part: A

1: Service-Oriented Architecture (SOA) implementations using solutions based on System p and WebSphere can deliver superior value by using the three pillars of the IBM Systems agenda. Which of the following combinations properly describes this Systems Agenda?

- A. Hardware, Software, and Services
- B. Performance, Reliability, and Value
- C. Virtualization, Openness, and Collaboration
- D. Technology, Price/Performance, and Innovation

**Correct Answers: C**

2: A travel industry customer has experienced tremendous seasonal transaction spikes. Their POWER5 550Q server has reached capacity. They are considering a POWER6 replacement and are concerned with scalability. Which of the following solutions meets this need at lowest cost?

- A. 550 8 core active plus 4 CUoD
- B. 520 4 core active plus 4 CUoD
- C. 570 8 core active plus 4 CUoD
- D. 595 4 core active plus 8 CUoD

**Correct Answers: C**

3: A prospect is confused about SWMA. Which of the following describes the standard terms for SWMA for AIX and PowerVM?

- A. 1 or 3 year options
- B. Optional 1, 3, or 5 year plans
- C. Annual fees as long as in force
- D. One year no charge and annual fees after that

**Correct Answers: A**

4: A customer with several older pSeries servers plans to consolidate to a single Power Systems server. Which of the following tools can provide output that can be merged with Work Load Estimator to size the upgrade based on utilization and growth trends?

- A. Insight Manager
- B. System Planning Tool
- C. Tivoli Capacity Planner
- D. Electronic Service Agent

**Correct Answers: B**

5: A Power Systems sales representative has a meeting with the CIO of a telecommunications company. They have twenty POWER4 systems now. They have ample budget for the new POWER6 systems. They want to move very quickly into virtualization and are anxious to order additional servers. The customer must be in production within 90 days. Which of the following is the key challenge for this opportunity?

- A. Adequate funding
- B. Business problem

- C. Project management
- D. Software requirements

**Correct Answers: C**

6: A company going through business recovery is refreshing non-IBM servers. What is the most complete selling point to replace the existing servers with the new generation of Power Systems servers?

- A. Virtualization features
- B. Industry leading performance
- C. Improved total cost of ownership
- D. Ability to run multiple operating systems

**Correct Answers: C**

7: An SMB customer has been running many small applications on separate older POWER5 servers. They have been reluctant but have agreed to try Virtualization with two applications as a test. Which PowerVM offering meets this need?

- A. Lx86
- B. Express Edition
- C. Standard Edition
- D. AIX 6 Workload Manager

**Correct Answers: B**

8: A POWER6 server customer plans to implement 2 micro partitions (one Linux, one AIX) to be managed by an existing HMC on a 520 server. Which of the following is the minimum version of PowerVM Editions to meet this need?

- A. Entry
- B. Express
- C. Standard
- D. Enterprise

**Correct Answers: C**

9: A healthcare claims office is consolidating 16 older POWER5 servers into Power Systems LPARs. The sizing team determined each LPAR requires one POWER6 CPU 4.7Ghz, 2GB of memory, and two PCIe adapters. Which of the following systems meets this need?

- A. One p570
- B. Two p550s
- C. Six JS22s in a BladeCenter S
- D. Six JS12s in a BladeCenter H

**Correct Answers: A**

10: A customer has three JS22 Express Blades. They plan to try virtualization but are concerned about the cost. Which of the following describes the cost?

- A. PowerVM Enterprise Edition allows a 90 day trial free of charge.
- B. They require a minimum SWMA contract for PowerVM Standard Edition.

- C.They can implement PowerVM for a monthly per core charge plus SWMA.
- D.PowerVM Express Edition is a no charge feature and allows up to three logical partitions.

**Correct Answers: B**

11: A Sun customer has recently experienced several critical processor failures. When replacing the processors, the customer was not able to recreate the problem. This has prompted a call to their local Power Systems representative. Which of the following Power Systems RAS features should the representative emphasize during the sales call?

- A.APV
- B.Service Processor
- C.Lightpath Diagnostics
- D.First Failure Data Capture

**Correct Answers: D**

12: What are the SWMA standard support options for AIX?

- A.9x5 with 24x7 as an upgrade
- B.12x5 with 24x7 as an upgrade
- C.9x5 with 4 hour response or next business day
- D.24x7 with 4 hour response or next business day

**Correct Answers: A**

13: Which of the following adapter card slots are provided by POWER6 servers?

- A.PCI-X and MCI
- B.IVE and PCI-X
- C.PCI-X (DDR) and ISA
- D.PCIe and PCI-X (DDR)

**Correct Answers: D**

14: A sales representative explained to the client how they can consolidate applications on their POWER4 based servers by upgrading to AIX6. The client wishes to consolidate a number of older servers on a technology refresh but emphasized the importance of server availability. Which of the following allows a company to better manage and maintain their servers?

- A.WPAR allows customers to dynamically balance workloads.
- B.AIX 6.1 includes SMT. This increases the efficiency of the server by 30% over AIX v5.2.
- C.IBM supports the current operating system and one earlier version (N-1), therefore the client should upgrade.
- D.Entry level Power System servers support AIX v5.2. The client may run v5.2 then smoothly transition to AIX 6.

**Correct Answers: A**

15: A candy factory wants to purchase an SMP server to run a new database application. After some careful research, the CIO requested the following specs: UNIX, 64-bit, 8 CPU, 16GB Memory, 14 PCI-X slots, and 300GB of internal disk. Which Power Systems server with external I/O best meets these requirements at the lowest cost?

- A.520
- B.550
- C.560
- D.570

**Correct Answers: B**

16: A customer requires the maximum memory per processor on a Power Blade that supports partition mobility. Which Blade server meets these requirements?

- A.JS12
- B.JS20
- C.JS21
- D.JS22

**Correct Answers: A**

17: Which Power server is available as either a rack mount or desktside server?

- A.JS12
- B.JS22
- C.520
- D.560

**Correct Answers: C**

18: A local auto parts manufacturer has a mid-class eight processor Sun server running an Oracle database. They have approached IBM for a replacement POWER6 server because they are unhappy with the performance of the server. Which of the following is a low cost replacement?

- A.Four core 570
- B.Eight core 520
- C.Four core 520
- D.Eight core 550

**Correct Answers: C**

19: A SMB company with a System i plans to upgrade to POWER6 and include replacement of an HP server running Unix. In the first meeting the IT Director is concerned about reuse of existing hardware. Which of the following will likely be unused?

- A.Linux firewall
- B.Network printers
- C.Internal storage
- D.Communication lines

**Correct Answers: C**

20: A Power Systems sales representative has had several meetings with the CIO of a large company. They have a mixture of SUN and IBM servers now. The CEO has a long term relationship with the SUN representative. They have ample budget to refresh all the systems. Which of the following is key for the sales representative to identify?

- A.Business problem

B. Software requirements

C. Decision-maker and process

D. Project timing requirements

**Correct Answers: C**