



Exam Code: 000-963

Exam Name: Storage Sales for N series Version 1

Vendor: IBM

Version: DEMO

Part: A

1: A customer needs a cost-effective RAID implementation for an N5600. What is the appropriate RAID level?

- A.RAID 5
- B.RAID 4
- C.RAID 3
- D.RAID DP

Correct Answers: B

2: A customer's database has been corrupted. The customer is using N series and is following data protection recommendations. Which tool is used to quickly recover the data to its previous state?

- A.SnapVault
- B.SyncMirror
- C.SnapRestore
- D.SnapManager

Correct Answers: C

3: What is the primary difference between SnapLock Compliance and SnapLock Enterprise?

- A.SnapLock Compliance and SnapLock Enterprise are licensed differently but provide the same features.
- B.SnapLock Compliance is tiered for data sets below 50TB, while SnapLock Enterprise is designed primarily for large enterprise environments over 50TB of protected data.
- C.SnapLock Enterprise is designed to help organizations address strict records-retention regulations, such as SEC Rule 17a-4, HIPAA and Sarbanes-Oxley. SnapLock Compliance allows defining retention best practices, while allowing administrators to delete entire SnapLock Compliance volumes when needed.
- D.SnapLock Compliance is designed to help organizations address strict records-retention regulations, such as SEC Rule 17a-4, HIPAA and Sarbanes-Oxley. SnapLock Enterprise allows defining retention best practices, while allowing administrators to delete entire SnapLock Enterprise volumes when needed.

Correct Answers: D

4: A customer requires 500GB on an N5600 to be backed up in an hour. Encryption is required. What is the least expensive solution that meets the customer's requirements?

- A.a TS3200 with two LTO4 SCSI drives
- B.a TS3400 with two Enterprise drives
- C.a TS3100 with two fibre LTO4 drives
- D.a TS3500 with two fibre LTO4 drives

Correct Answers: B

5: Which software feature is used as part of a Business Continuity strategy?

- A.iSCSI
- B.FlexVol

- C.SnapMirror
- D.CIFS Protocol

Correct Answers: C

6: Which software feature is used to recover a file that has been corrupted?

- A.iSCSI
- B.FlexVol
- C.FilerView
- D.SnapRestore

Correct Answers: D

7: A Business Partner has received a lead for an N series solution. The sales representative has learned that this is the first opportunity for an N series solution for this customer. Best practices would have the sales representative include which item as part of the priced proposal for a new customer?

- A.financing alternatives
- B.implementation services
- C.IBM hardware maintenance
- D.IBM software maintenance

Correct Answers: B

8: What is the main advantage of RAID-DP over RAID 5?

- A.RAID-DP uses SATA and FC drives.
- B.RAID-DP can support a double disk drive failure.
- C.RAID-DP can support a triple disk drive failure.
- D.RAID-DP uses less physical drives than any other RAID.

Correct Answers: B

9: A customer needs the ability to save data as read-only and un-erasable for a specified period of time. Which feature provides this capability?

- A.SnapVault
- B.SnapLock Enterprise
- C.SnapLock Compliance
- D.LockVault Enterprise

Correct Answers: C

10: The elimination of redundant data is managed by which feature?

- A.Data De-Duplication Manager
- B.Advanced De-Duplication Manager
- C.Advanced Single Instance Storage
- D.Advanced Information Management System

Correct Answers: C

11: What are the five steps in IBM's Project Green plan?

- A.Diagnose, Build, Virtualize, Manage, Cool
- B.Predict, Build, Consolidate, Manage, Cool
- C.Diagnose, Build, Consolidate, Manage, Cool
- D.Predict, Diagnose, Virtualize, Manage, Cool

Correct Answers: A

12: A customer wants to evaluate instant restores on an N series. Which facility could a Business Partner utilize to show the customer this functionality?

- A.IBM Palisades Conference Center
- B.IBM Solution Development Center
- C.IBM Executive Business Institute
- D.Business Partner Innovation Center

Correct Answers: D

13: Which RAID level supports disk mirroring on an n3700?

- A.RAID 4
- B.RAID 10
- C.RAID DP
- D.None. Disk mirroring is not supported on N series.

Correct Answers: D

14: Within the Information Lifecycle Management strategy, under which storage tier should a customer categorize the production database volumes?

- A.Offline
- B.Archive
- C.Primary
- D.Near-line

Correct Answers: C

15: Which competitor claims to have the most scalability in terms of native capacity?

- A.HP
- B.HDS
- C.EMC
- D.Dell

Correct Answers: B

16: A customer has a requirement that states that old data must be destroyed according to government specifications. Which feature would give the customer that capability?

- A.SnapWipe
- B.VolDelete
- C.SnapErase
- D.Disk Sanitization

Correct Answers: D

17: A customer has an existing N3700-A20 that was purchased in August 2006. The customer is purchasing two more SnapManager for SQL licenses. What is the warranty term for the new software?

- A. There is no included support.
- B. the same as the installed N3700-A20
- C. 3 years, starting on date of delivery
- D. 1 year, starting on date of delivery, unless upgraded

Correct Answers: B

18: An IBM Premier Business Partner is preparing a proposal to a customer that includes a wide variety of servers and storage. Which group should an IBM Premier Business Partner contact to help design the solution?

- A. Techline
- B. IBM CompeteLine
- C. Advanced Technical Support
- D. IBM Field Technical Support Specialists

Correct Answers: A

19: Which competitor claims the ability to add NAS functionality to their block-level storage product?

- A. HP
- B. Sun
- C. EMC
- D. HDS

Correct Answers: D