



Exam Code: 000-S01

Exam Name: DR550 Sales Mastery

Vendor: IBM

Version: DEMO

Part: A

1: Which of the following reflects best practice regarding data retention strategies?

- A.Data retention strategies should be driven strictly by regulatory requirements.
- B.Technology availability and direction should determine data retention strategies.
- C.Business policies, processes, and procedures must be determined before considering technology.
- D.Data should be retained on disk rather than tape because tape media replacements are more frequent than disk subsystem replacements.

Correct Answers: C

2: The DR550 is positioned and sold to do which of the following?

- A.Tape backup solutions
- B.Primary storage solutions
- C.Disaster recovery solutions
- D.Policy-based data retention solutions

Correct Answers: D

3: Which statement describes the competitive advantage of the DR550 over the EMC Centera when considering TCO over a five-year period or longer?

- A.Warranties are longer on the DR550 than the Centera.
- B.Hardware costs on the DR550 are less than half of the hardware costs on the Centera.
- C.Software license costs on the DR550 are less than half of the Centera licensing costs.
- D.Hardware maintenance costs on the DR550 are less than half of the Centera maintenance costs.

Correct Answers: C

4: The DR550 Solution Assurance Review (SAR) will help do which of the following?

- A.Improve the functionality of the DR550.
- B.Improve customer satisfaction and the sales process.
- C.Ensure that the shipment will arrive in a timely manner at the provided address.
- D.Verify the knowledge and solution design skills of technical specialists in ILM solutions.

Correct Answers: B

5: The DR550 can provide a compliant repository for what types of data?

- A.All kinds of data regardless of format.
- B.Only structured data such as database records.
- C.Unstructured data except video and audio files.
- D.Only unstructured data such as emails and files.

Correct Answers: A

6: Which of the following is a competitive advantage of a DR550 solution?

- A.Tiered storage
- B.Works with Lotus Notes
- C.Five year parts and labor warranty
- D.Works exclusively with Content Manager

Correct Answers: A

7: Which of the following is the best source to find "how-to" technical planning and implementation information on the IBM DR550?

- A.DR550 Sales Kit
- B.DR550 User's Guide
- C.TotalStorage Solutions Handbook
- D.DR550 Specifications Data Sheet

Correct Answers: B

8: Which of the following concerns would most likely cause a customer to replace an installed 3995?

- A.That replacement media are not available
- B.The high cost of maintenance of the 3995
- C.That service has been withdrawn for the 3995
- D.That the 3995 will be withdrawn by IBM from marketing

Correct Answers: B

9: The customer has 4.8 TB of data to be archived to disk and requires a highly available implementation. Which DR550 configuration would be most suitable?

- A.5.3 TB Express
- B.5.6 TB Dual Node
- C.11.2 TB Dual Node
- D.5.6 TB Single Node

Correct Answers: C

10: Which of following software provides archiving for Oracle databases?

- A.IXOS / Opentext
- B.IBM Content Manager
- C.Symantec Enterprise Vault
- D.Princeton Softech Active Archive

Correct Answers: D

11: Which of the following statements is accurate regarding IBM Content Manager?

- A.IBM Content Manager does not support Centera.
- B.The primary competitor to IBM Content Manager is Symantec Enterprise Vault.
- C.The primary focus of IBM Content Manager is to manage email and instant messages for Lotus Notes.
- D.IBM Content Manager is a suite of software products which manages many types of content across all IBM server platforms.

Correct Answers: D

12: Which of the following is a compliance-related advantage of the DR550 over the competition?

- A.Disk can be used as archived media.

- B.Disk can be reused as archived media.
- C.WORM tape can be used as archived media.
- D.Read/write tape can be used as archived media.

Correct Answers: C

13: What is JIC (Just In Case) data?

- A.Data that must be kept in secure vaults for disaster recovery
- B.Data that an organization no longer needs for its operational systems
- C.Data that an organization needs all the time for its operational systems
- D.Duplicate data kept in backup media to be used in case of natural disaster

Correct Answers: B

14: What is the IBM 3995 Optical Library Dataserver?

- A.It is an optical library system used for write-once data.
- B.It is an optical library system supported only in the pSeries.
- C.It is a high capacity optical library often used for write-once data.
- D.It is a high capacity optical library that can contain up to 3.4 TB of data.

Correct Answers: A

15: When comparing the Total Cost of Ownership of the DR550 with that of EMC's Centera, which of the following best describes the DR550 advantage?

- A.DR550 and Centera have similar long term costs, but the DR550 has a clear purchase price advantage.
- B.Using the modular packaging and pSeries power architecture drives the key TCO advantages of the DR550.
- C.When comparing disk only configurations, Centera has lower TCO. However, when tape is added, DR550 has a significantly lower TCO.
- D.Reoccurring software licensing and maintenance charges represent the most significant difference between DR550 and Centera in long term TCO analysis.

Correct Answers: D

16: What are the minimum requirements to be a DR550 reseller?

- A.Any IBM storage reseller can sell a DR550.
- B.Only ILM Centers of Competence are authorized to sell DR550.
- C.Any reseller who is authorized to sell TotalStorage, pSeries and Tivoli.
- D.Any reseller who has passed DR550 Sales Certification and Technical Certification.

Correct Answers: C

17: Which IBM Content Manager component can be included in a solution with the DR550?

- A.StorageView
- B.Records Manager
- C.CommonStore for Oracle
- D.CommonStore for PeopleSoft

Correct Answers: B

18: When does data typically become Just in Case (JIC) data?

- A. During the first week
- B. Within the first 24 hours
- C. Between two and eight years
- D. Between two and eighteen months

Correct Answers: D

19: Which THREE of the following are DR550 competitive advantages over EMC's Centera?

- A. ISV support
- B. Five-year warranty
- C. Archive performance
- D. Storage scalability
- E. Total Cost of Ownership
- F. Content Addressable Storage

Correct Answers: C D E

20: The most current list of ISVs who provide support for the DR550 should be located:

- A. In the DR550 Redbook.
- B. In the DR550 Sales Kit.
- C. By contacting IBM BPSO.
- D. By contacting IBM eSupport.

Correct Answers: B