



**Exam Code:** 000-964

**Exam Name:** Storage Sales - N series Version 2

**Vendor:** IBM

**Version:** DEMO

## **Part: A**

1: Which tool can be used to help justify the cost of an IBM System Storage solution to a customer?

- A.Disk Magic
- B.Randy's Amazing Financial Spreadsheet (RAFS)
- C.e-config
- D.TCOnow!

**Correct Answers: D**

2: A business partner salesperson proposes an IBM N7000 series storage solution to an installed EMC Symmetrix customer. Which resource contains the most knowledge to help the business partner counter EMC.

- A.IBM Sales Kit
- B.EMC website
- C.CompeteLine
- D.CompeteNet

**Correct Answers: C**

3: A customer is concerned that a double-disk failure might result in loss of data. Which solution addresses this concern?

- A.N5500 with RAID-4
- B.N5500 with MetroCluster
- C.N5600 with RAID-4
- D.N5600 with RAID-DP

**Correct Answers: D**

4: A customer wants to upgrade their existing N series to add more disk enclosures. What information is needed to perform an accurate and valid MES based on the existing environment in e-config?

- A.the end user's PPA number
- B.machine type and model number, as well as the serial numbers of all components tied to the existing system
- C.a Letter 112 signed by the CIO of the company
- D.Nothing, MES configurations are not done in e-config.

**Correct Answers: B**

5: What is a key business value of the N series over the DS4xxx in a mixed Windows and UNIX environment?

- A.It uses LUN masking to separate Windows from UNIX files.
- B.It provides a common storage pool for both Windows and UNIX files.
- C.It partitions the storage to provide separate Windows and UNIX file spaces.
- D.It automatically gives UNIX servers a higher priority than Windows servers.

**Correct Answers: B**

6: A business partner receives 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. According to best practices, which item should the sales representative include as part of the price proposal?

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

**Correct Answers: B**

7: The IBM team designs a solution to fit a customer's requirements. However, the IBM Storage Field Technical Support Specialist (FTSS) determines that the customer's requirements are not supported by IBM. What is the next step?

- A.have the business partner perform a Request for Product Qualification (RPQ)
- B.determine the customer's real needs and suggest an alternative solution
- C.have the IBM FTSS perform a Request for Product Qualification (RPQ)
- D.have the business partner contact manufacturing to qualify the requirements

**Correct Answers: C**

8: Which Unified Storage Architecture feature under N series allows for a many-to-one replication?

- A.SnapMirror
- B.SnapShot
- C.SyncMirror
- D.Remote Mirror

**Correct Answers: A**

9: An existing N series customer has two N series boxes in two geographically distributed facilities. The customer wants to improve DR functionality. Which N series software function allows for an RPO of less than one minute?

- A.SnapMirror
- B.SnapRestore
- C.SnapVault
- D.SnapLock

**Correct Answers: A**

10: Where is the SAPR Guide for N series systems found?

- A.IBM Sales Manual for the specific model
- B.IBM Installation and Planning website
- C.IBM PartnerWorld Solution Assurance Library
- D.e-config

**Correct Answers: C**

11: What is the term for the ability to mix different drive types, such as SATA and FC, in a single

N series enclosure?

- A.Unified Storage Architecture
- B.Data Simplification
- C.Operations Manager
- D.Advanced Single Instance Storage

**Correct Answers: A**

12: Which support feature has no charge during the warranty period?

- A.Web support
- B.hardware warranty support
- C.IBM Global Services
- D.software "how to" support

**Correct Answers: B**

13: A customer has an existing SAN for their AIX servers. They want to add their Windows servers for file sharing. What is the lowest-cost solution to utilize the existing SAN storage pool for the Windows servers?

- A.IBM Cisco MDS 9506
- B.IBM System Storage N3600
- C.IBM System Storage DS4700
- D.IBM System Storage N5300

**Correct Answers: B**

14: Which feature must be enabled when connecting an N series box directly to a tape drive in a TSM environment?

- A.CIFS
- B.FCIP
- C.NDMP
- D.iSCSI

**Correct Answers: C**

15: Which NAS vendor's point in time copy (PTC) technology does not suffer a sustained performance degradation?

- A.EMC Celerra
- B.IBM N series
- C.Dell PV660
- D.SUN NAS Series

**Correct Answers: B**

16: A business partner salesperson proposes an IBM N series storage solution to an installed EMC customer. Which IBM resource contains the most knowledge to assist the business partner?

- A.HelpDesk
- B.Briefing Center
- C.Compete Line

D.FTSS

**Correct Answers: C**

17: 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; SnapLock Enterprise is designed primarily for large enterprise environments with more than 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**

18: A customer wants to create a low-cost mirror for their production environment. Which solution should you recommend?

A.N3700 with Remote Mirror

B.N7600 with SyncMirror

C.N5600 with SnapMirror

D.N5300 with Remote Mirror

**Correct Answers: C**

19: What is the standard hardware warranty on the N7000 Appliance Models (A10 and A20)?

A.one year

B.two years

C.three years

D.five years

**Correct Answers: C**

20: A customer has a mixture of EMC Clariion arrays, an EMC Control Center, and two Dell PV 128 Tape Libraries. They have expressed concern that the storage infrastructure is not being utilized effectively. You have been asked to present a short presentation on how IBM can help. Which list of comparable items will be a key point to highlight during the presentation?

A.N6800 Storage System, EMC Control Center, Dell 136T

B.N5300 Storage System, SAN Volume Controller, TS3310 Tape Library

C.N7000 Storage System, Total Productivity Center, MSL6000 Tape Library

D.N3600 Storage System, Total Productivity Center, TS3310 Tape Library

**Correct Answers: D**