

Vendor: IBM

Exam Code: 000-S32

Exam Name: System Storage Sales Mastery V2

Version: DEMO

QUESTION NO: 1

What are two appropriate tactics when selling IBM N series products? (Choose two.)

A. use the NetApp registration process for opportunities

B. expect that NetApp can outbid N series pricing

C. once in the door, swap N series for a different IBM product

D. try to convert NetApp accounts to N series

Answer: A,B

QUESTION NO: 2

Which IBM TS3500 feature eliminates the need for a separate server running library sharing

software?

A. virtual drive mapping

B. Advanced Library Management System (ALMS)

C. integrated multi-path architecture

D. high density frames

Answer: C

QUESTION NO: 3

Which two capabilities of IBM System Storage can most help a customer improve the

efficiency of their storage? (Choose two.)

A. storage tiers

B. virtualization

C. backup and recovery

D. cloud delivery

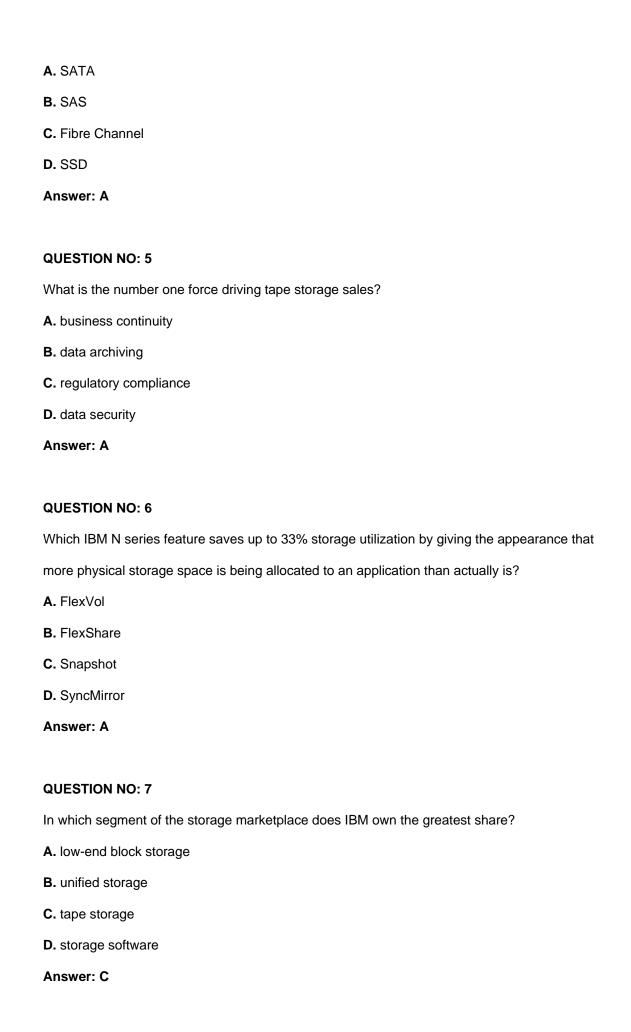
Answer: A,B

QUESTION NO: 4

A customer is looking for the most cost-effective disk solution for an environment requiring

mainly high-throughput, sequential loads. Which type of drives should the sales specialist

recommend?



QUESTION NO: 8

A company is looking for a way to increase the flexibility of their storage infrastructure while at

the same time simplifying administration processes. Which capability of IBM System Storage

should the sales specialist recommend?

A. disk virtualization

B. remote volume mirroring

C. dynamic load balancing

D. SAN zoning

Answer: A

QUESTION NO: 9

What is an advantage of synchronous remote mirroring over asynchronous?

A. maximum data currency at remote site

B. less impact on local I/O performance

C. greater distance allowed between sites

D. less CPU overhead on host system

Answer: A

QUESTION NO: 10

Which statement is true about point-in-time copy?

A. A RAID 1 array is an example of point-in-time copy.

B. A copy usually requires more capacity than the original.

C. Disk system point-in-time copies are generally inter-system, not intra-system.

D. A copy can be restored logically while the physical copy is restored in the background.

Answer: D