Passcert

Higher Quality, better service!

Q&A

Http://www.passcert.com

We offer free update service for one year.

Exam : **000-076**

Title : IBM System x Sales

Version : DEMO

1.A CIO contacts you for an RFP response for an Intel-based opportunity a day before its due date. Your competitor is HP, and you have limited time to complete the RFP. Your technical product specialist is working on another project. What is the best source of information to position IBM against HP?

A.www.ibm.com

B.IBM Competeline

C.www.hp.com

D.Your sales manager

Correct:B

2.Which of the following are benefits of the IBM Sizing Guide?

A.Available worldwide

B.Up-to-date hardware selection

C.Wide range of support at no cost

D.All of the above

Correct:D

3.What's the strongest differentiator between 2U servers offered by IBM, HP, and Dell?

A.DIMM slots

B.hot swappable fans

C.hot swappable hard drives

D.none of the above

Correct:A

4.Can you upgrade a x3850 M2 server and convert it to a x3950 M2?

A.No, they are different machines.

B.Yes, with the ScaleXpander Option Kit.

C.Yes, if you buy a x3950 and connect them with a scalability cable.

D.Yes, but it will be named an x3850 M3

Correct:B

5.In the SSCT, when you need to see the Channel Prices, what is the right action to take?

A.Download the BP version of SSCT from PartnerWorld

B.Enter the IBM authorized password in SSCT under User Access Level menu

C.Get the country price list from your country BP organization and import into SSCT

D.Apply the country channel discounts under the Quote menu choosing the Discount/Uplift option

Correct:B

6.A customer wants to realize a server-based computing scenario for trading floor applications with IBM BladeCenter. The customer expects the solution to offer high security and manageability, while delivering hardware-based graphics compression and full USB capability. Is this possible?

A.No, IBM BladeCenter is not designed for such a scenario.

B.Yes, use IBM Terminal Server for IBM BladeCenter and IBM CP20 Workstation Connection Devices.

C.Yes, use standard IBM BladeCenter HS21 XM Blades and ThinkPads with integrated graphics compression module.

D.Yes, use IBM BladeCenter HC10 blades and IBM CP20 Workstation Connection Devices.

Correct:D

7.What IBM resource will give you a picture of the possible plug types clearly labeled for those times your customer asks, "What plug type do I tell my electrician to use, and what does it look

like??

A.IBM Power Configurator Tool

B.IBM xREF Sheets

C.IBM Configuration & Options Guide ?COG

D.IBM ServerProven

Correct:C

8.Your end user customer has not requested a ServicePac to cover the base unit and options they have purchased. What is a compelling reason to offer service?

A.IBM ServicePacs remove a liability from you the reseller in the event of fire

B.IBM ServicePacs remove a liability from you the reseller in the event of flooding

C.IBM ServicePacs provide improved warranty coverage

D.Service just adds a layer of cost you do not need

E.all of the above

Correct:C

9.A customer is searching for a new, small business server. The customer is standardized on AMD and does not want to place the new server in a rack. Which IBM server will best fit this customer's requirement?

A.x3105

B.x3200

C.x3400

D.x3455

Correct:A

10.The IBM Systems & Technology value proposition is built on:

A.Realize Innovation, Manage Growth Complexity and Risk, Go Green and Save

B.Collaboration, Virtualization, and Ecosystem

C.Innovation, Collaboration, and On-Demand

D.Openness, On-Demand, and Green

Correct:A

11.A customer has a BladeCenter E installed and plans to migrate their current Blades to the BladeCenter H. What options will migrate from the BladeCenter E to the BladeCenter H chassis?

A.SAN Switch modules

B.Blowers

C.Power supplies

D.Battery backup units

Correct:A

12.Your best customer calls in with a last-minute need for the BTU/HR or the heat output per server, per hour for a rack of x3650 servers. What IBM tool will you use to get your answer quickly?

A.System x Sales Configuration Aid ?(xSCA)

B.BladeCenter & System x Power Configurator

C.Configuration & Options Guide - (COG)

D.IBM Sizing Guides

Correct:B

13.Which of the following situations would suggest to a System x Sales Specialist that the customer could benefit from an iSCSI solution?

A.The customer is looking for a fibre SAN solution to increase reliability and performance.
B.The customer wants to implement an energy-efficient solution to comply with their o Green?initiative.The customer wants to implement an energy-efficient solution to comply with their ?o Green?initiative.
C.The customer is cost-conscious and is looking for a centralized storage solution.
D.The customer is a large telecommunications firm and is looking to centralize storage for all their System x, System p, and mainframe servers.

Correct:C

14.A customer with a well-known brand wants to make sure they have a green decision in their next IT infrastructure investment. How can IBM Cool Blue help this customer?

A.Providing tools to plan, monitor, manage, and reduce power consumption.
B.Reducing cooling requirements by running CPUs at lower speeds.
C.Using smart system design to create high-power servers.
D.Adapting existing solutions like the Rear Door eXpander.

Correct:A

15.What is the primary use of the IBM Configuration & Options Guide (COG)?

A.IBM System x ServicePac part number look up
B.Operating system and part number look up
C.General server information and part number look up
D.Software compatibility charts

Correct:C

16.A customer wants to boot from an iSCSI SAN with their IBM BladeCenter infrastructure running Microsoft Windows Server 2000. What is required for the customer to be able to perform this?

A.Fibre Channel Expansion Card for each Blade Server
B.cKVM Card for each Blade Server
C.iSCSI Expansion Card for each Blade Server
D.4Gb Modular Flash Drive

Correct:C

17.A customer wants to install an IBM BladeCenter infrastructure but is concerned about the cost of the internal fibre switches. Consequently. the customer wants to use the Optical Pass-Thru Module (OPM). What TRUE statement should be mentioned to the customer regarding the OPM?

A.You can not put the Optical Pass-Thru Module in the same IBM BladeCenter chassis as a Cisco Intelligent Ethernet Switch.
B.Using blade servers with the Optical Pass-Thru Module will require more fibre ports on the external fibre switch.
C.The Optical Pass-Thru Module does not provide the customer with an opportunity to reuse their fibre switch.
D.The blade servers do not work with the Optical Pass-Thru Module.

Correct:B

18.A customer has purchased an IBM BladeCenter H chassis and needs the following servers: --Two HS21 blade servers each with 8GB memory and 2 drives --Two HS21 blade servers each with 24GB memory and 2 drives --Two LS21 blade servers each with 2GB memory and 2 Hot-Swap SCSI drives How many total server bays will be required for this configuration?

A.6

B.8
C.10
D.12
Correct:C

19.A customer is interested in reducing energy consumption and infrastructure consolidation for space. The customer needs a maximum of 14 servers in 7U rack. Which IBM BladeCenter Chassis should be recommended?

A.BladeCenter E
B.BladeCenter H
C.BladeCenter T
D.BladeCenter HT
Correct:A

20.A customer who is reducing their technical staff has requested an Intel server proposal from various vendors. Which of the following is most relevant to this proposal?

A.Grid Computing
B.Active Energy Manager
C.Remote KVM
D.Systems Management
Correct:D