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# **Q&A**

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**Exam** : **000-450**

**Title** : **Midrange Storage Sales V1**

**Version** : **DEMO**

1. IBM's use of SSD technology with Easy Tier in IBM storage subsystems is an example of which IBM storage benefits?

- 1. Security
- 2 Virtualization
- 3 Reduce complexity
- 4. Do more with Less

- A. 1, 2
- B. 3, 4
- C. 1, 2, 3
- D. 2, 3, 4

**Answer: B**

2. A sales specialist is asked to provide a briefing for a customer and has been told that the data center implementation team will attend.

When developing the agenda for this meeting, what area should receive the most focus?

- A. Strategic industry insight
- B. Cost savings and system efficiencies
- C. High level product plans and directions
- D. Detailed product descriptions and configurations

**Answer: D**

3. The sales specialist has been asked to provide a briefing for a customer and has been told that the CTO will attend.

When developing the agenda for this meeting, what area should receive the most focus?

- A. Strategic industry insight
- B. Cost savings and system efficiencies
- C. High level product plans and directions
- D. Detailed product descriptions and configurations

**Answer: C**

4. A sales specialist is discussing the benefits of a PureFlex solution with the CIO and IT Director of a prospective customer.

Which of the following benefits will be most attractive in the initial meeting?

- A. ease of management and monitoring
- B. support for half-wide and full-wide nodes
- C. support for VMware, Linux KVM and PowerVM hypervisors
- D. support for FCP, iSCSI, InfiniBand and FCoE network options

**Answer: A**

5.Which of the following would provide the annual power costs for an EMC VNX Series system?

- A.RAFS
- B.TCOnow!
- C.Capacity Magic
- D.System Storage Product Guide

**Answer: B**

6.A customer wants to purchase storage for a new messaging project to be implemented within the next nine months.

Which of the following would be the best question to ask FIRST?

- A.What speed disks does the customer want, and what form factor?
- B.What operating systems will attach, and what are the I/O requirements for the servers?
- C.Which backup vendor does the customer currently use and how often do they do a full backup?
- D.Which SAN vendor does the customer currently have, and what speed are the switches and directors?

**Answer: C**

7.A loyal customer is replacing their existing storage of less than 30 TB.They have shared that they are extremely tight on floor space and would like to save as much space as possible.

Which of the following solutions would require the least amount of rack space for this customer?

- A.DS5300
- B.N7950T
- C.XIV system
- D.Storwize V7000

**Answer: D**

8.Which of the following best describes LTO-5 specifications for cartridge capacity and throughput with compression?

- A.800 GB / 120 MB/sec
- B.1.0 TB / 140 MB/sec
- C.3.0 TB / 280 MB/sec
- D.4.0 TB / 480 MB/sec

**Answer: C**

9.A customer currently has 200 departmental servers with 1500 concurrent users providing home directories, and file and print services.Currently each server has internal storage.They are considering virtualizing the servers across several campus locations, and would like to provide consolidated storage to their users.

What features of the Storwize V7000 family meets the customer's requirement?

- A.ILM through GPFS

- B.Easy Tier Support with SSD
- C.Metro and Global Mirroring support
- D.Multiple block and file protocol support

**Answer: D**

10.The sales specialist has an opportunity to recommend a new storage controller for a customer who has the following servers: Sun with Solaris, HP with HP-UX, x86 with Windows, and x86 with Linux.The customer has mentioned that "there are too many cables coming out of the back of our servers".

What can be concluded from this information?

- A.The customer might be interested in virtualizing the large number of servers using Storwize V7000 or SVC
- B.The customer might be interested in mixing data types such as CKD and FB due to the large number of different servers
- C.The customer data is mostly CKD format, and thus might be interested in fast storage like a Storwize V7000 with fast SAS drives
- D.The customer might be interested in a consolidated network solution that includes FCoE while the type of disk needed is still unknown

**Answer: C**