



IBM 000-200

Exam Name: IBM Storage Sales V1

Q & A : 50 Q&As

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1. The storage specialist is preparing the IBM System Storage DS6800 proposal for replacing a customer's EMC Symmetrix who's warranty has expired.

Which of the following TCO advantages should be highlighted in the proposal?

- A. Larger disk capacity
- B. Flexible warranty and lower power consumption
- C. Standard three year warranty and no software maintenance
- D. FlashCopy included versus extra cost for TimeFinder

Answer: B

2. A customer has a heterogeneous storage environment and their storage growth rate is 75% per year.

Which of the following products would allow this customer to add new applications, new servers and more storage while not forcing them to schedule outages to add these upgrades?

- A. SAN Volume Controller
- B. Tivoli Content Manager
- C. Tivoli Storage Manager
- D. System Storage Productivity Center (SSPC)

Answer: A

3. A retail customer has a combination of Microsoft Windows file servers with direct attached storage and Power Systems with AIX database servers SAN attached to a DS4700. The DS4700 is reaching capacity, and the customer needs to migrate to a more scalable storage system.

Which of the following would be most appropriate to ask first?

- A. Will all servers be SAN attached?
- B. What is the budget allocated for storage?
- C. What is the projected storage requirement?
- D. How much space is available in the current storage systems?

Answer: B

4. Which of the following customer environments is addressed by the NSeries?

- A. A customer wanting to implement a global file system
- B. A customer with Windows CIFS and AIX NFS requirements
- C. A customer who requires good scalability and performance
- D. A customer who needs to consolidate multiple storage controllers under one management interface

Answer: B

5. A customer has Microsoft Windows, Sun, and Power servers with internal disk. They are porting several applications from other platforms to these servers and need 5 TB of shared disk.

Which of the following is the most cost effective, highly available, shared storage solution for this customer?

- A. N5200
- B. DS8300 Storage Server
- C. DS3400 Storage Server
- D. DS5300 Storage Server

Answer: D

6. A small bio-technical company is interested in implementing an IBM Storage solution.

Which of the following tools can be used to help justify the cost of an IBM System Storage solution to a customer?

- A. Disk Magic
- B. Total Cost of Ownership Now (TCO)
- C. Capacity Magic
- D. System Storage Productivity Center (SSPC) for disk

Answer: B

7. Which of the following competitors offers customers a virtual tape solution for mainframes?

- A. Sony
- B. NetApp
- C. Quantum
- D. Sun Storage Tek

Answer: D

8. A healthcare customer is not satisfied with the utilization of their heterogeneous storage devices.

Which of the following solutions should the IBM storage specialist recommend to better provision their storage on demand?

- A. Tivoli Storage Manager (TSM)
- B. IBM SAN Volume Controller (SVC)
- C. IBM TotalStorage Productivity Center (TPC)
- D. Tivoli Provisioning Manager (TPM)

Answer: B

9. The Information Technology Director at a prospect is interested in purchasing the N3300, and has asked the storage specialist to help present the solution to the Finance Director.

Which of the following should the storage specialist include in the proposal?

- A. CIFS and NFS support is included in the price
- B. A configuration showing the technical detail of the solution
- C. N3300 combines iSCSI, NAS and FiberChannel into a single storage solution
- D. Lowers Total Cost of Ownership (TCO) and improves Return On Investment (ROI)

Answer: D

10. A retail customer is experiencing bottlenecks in their IT environment.

Which of the following responses address this issue?

- A. Meet with the IT Director
- B. Present IBM's On Demand storage strategy to CFO
- C. Trial install of Tivoli Provisioning Manager (TPM)
- D. Perform Disk Magic study

Answer: A

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