



000-060

IBM Dynamic Infrastructure Sales Leader

Exam number/code: 000-060

Exam name: IBM Dynamic Infrastructure Sales Leader

Questions & Answers: 68 Q&A

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Question 1:

The team lead met with the IT manager who expressed concern with the rapidly expanding group tasked with storage administration. Which of the following IBM Information Infrastructure solutions directly addresses this issue?

- A. NovusStorageEnterprise Resource Planner (SERP)
- B. Storage Virtualization with SAN Volume Controller
- C. EMC Control Center
- D. IBM Systems Director

Answer: B

Question 2:

A banking customer plans to use recent historical customer information for marketing purposes. To do so, they want to keep data on tier-two disk systems, rather than archiving it to tape like they had been doing. However, the volume of records makes this approach too expensive. Which IBM solution would address this issue?

- A. Virtual Tape Library
- B. SAN Director
- C. IBM Director
- D. IBM System Storage DR550

Answer: A

Question 3:

A large tire distributor has been creating an NEDC plan to virtualize and consolidate their existing distributed HP/UX servers. The NEDC sales team is preparing the final proposal. Which of the following actions are important for the NEDC Sales Leader?

- A. Review the results of the sub projects approved by the customer groups and combine them into the proposal
- B. Offer the maximum discount on IBM servers, software, and services as this is an important competitive win.
- C. Meet with the customer executive sponsor to determine the preferred method of acquisition.
- D. Bring in the implementation team to prepare the final proposal.

Answer: A

Question 4:

A customer data is growing rapidly, increasing required backup time. Which of the following addresses the situation?

- A. NEDC Assessment Workshop
- B. Assessment with data architect to identify root cause and solutions
- C. Tivoli Storage Manager (TSM)
- D. Higher capacity tape drives

Answer: B

Question 5:

A large insurance company CIO is somewhat confused about energy efficiency claims from competitive vendors. Which of the following is an accurate statement concerning energy efficiency?

- A. Live Partition Mobility is available exclusively on IBM System x and POWER6 servers
- B. Rear DoorHeateXchanger is exclusively available for IBM BladeCenter
- C. Live Partition Mobility can reduce energy consumption by moving live UNIX or Linux workloads from one Power5+ server to another
- D. Server consolidation and virtualization typically contribute to energy efficiency

Answer: D

Question 6:

A complex virtualization and consolidation project is in progress. Two of the software vendors involved have a serious dispute regarding interoperability of their applications. Which of the following best addresses this issue?

- A. Meet with the vendors individually and insist they perform as described in the scope of work.
- B. The customer owns the relationship with both vendors and must handle this situation
- C. Meet with the vendors and customer stakeholders, review the scope of work and other documentation and work to resolve the issue
- D. Request additional funding from the customer to handle the extra work for both vendors

Answer: C

Question 7:

Customers have a keen interest in encrypting data to protect themselves when their storage media leave the data center. As entire storage systems and individual disk drives routinely get replaced and tapes get archived, enterprises have become concerned about the sensitive data that resides on them. Which of the following is a function of tape encryption?

- A. Secures data in flight
- B. Secures sensitive data on all IBM servers
- C. Secures data during processing
- D. Secures data at rest

Answer: D

Question 8:

The NEDC project plan is complete and the implementation team is ready to start. As is typical, some of the customer departments are more supportive than others. The Implementation team leader requests critical background on the customer personnel they will work with in implementation. Which of the following actions is important as a first step at this stage for the NEDC sales leader?

- A. support
- B. Internal meeting with the implementation team to discuss the observed willingness and capabilities of each customer group.

- C. Host an introductory meeting with the implementation team and relevant customer groups.
- D. Remain an active participant in all meetings until the implementation team is comfortable.
- E. Meet with the executive sponsor, and the implementation leader to discuss the willingness and capability of each customer group and enjoin the sponsors

Answer: B

Question 9:

A prospect is interested in Information Lifecycle Management (ILM) storage. Which of the following are categories of an ILM storage environment?

- A. Enterprise, Midrange, and Entry level data
- B. Platinum, Gold, and Silver data
- C. Primary, near-line, and offline/archive
- D. Temporary data, on demand data, and dedicated pool data

Answer: C

Question 10:

It is critical to engage IBM SWG in BR engagements to provide automation. Which of the following important features does automation for a business recovery strategy?

- A. Cost effectively prove that recovery times are repeatable and reliable
- B. Eliminate the need for crisis team from the recovery process
- C. Reduce the number of servers required at a remote site
- D. Determine the clients RTO and RPO objectives

Answer: A

Question 11:

The CFO of an NEDC prospect was excited about an IBM virtualization presentation. They do not have a project identified and are searching for a place to start. Which of the following will help this prospective customer?

- A. AMS Server Makeover
- B. Scorpion study from Lab Services
- C. Design Center whiteboard session
- D. Virtualization briefing for the CEO

Answer: C

Question 12:

An international manufacturing company has completed an NEDC project plan that includes Director for energy efficiency and virtualization of the majority of installed servers. During the final proposal presentation, several of the departments object because they see no benefits from this project. Which of the following features of IBM Director address this objection?

- A. Predictive Failure Analysis
- B. Management of a heterogeneous environment
- C. Multiple actions from single alert
- D. Provide secure management of a group of systems

Answer: B

Question 13:

A financial business has a multi-tier mission critical application that runs on their z10 data base and web serving on Linux and Windows. They plan to provide protection from unplanned outages with a near zero RPO. Which of the following will meet this need?

- A. GDPS
- B. HACMP/XD
- C. Tivoli Systems Automation
- D. VMware

Answer: A

Question 14:

It is important to call at the right level for NEDC projects. Which of the following is the reason to make Business Resiliency sales calls at the senior IT Director, CIO or higher level?

- A. Operations management only focuses on budget and cost issues and lacks strategic vision
- B. It enables you to discuss the feature/function value of IBM solutions
- C. These individuals will be involved with all follow-on detailed discussions
- D. These roles are focused on the overall business risk involved in strategic initiatives

Answer: D

Question 15:

There are several offerings from GTS. Which of the following service family from GTS corresponds most to IBM's energy efficiency offerings?

- A. End User Services
- B. Site and Facilities
- C. Lab Services
- D. Server Services

Answer: B

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