# IT 认证电子书

**Exam** : **000-960**

**Title** : IBM Storage Sales Exam

**Version** : DEMO

1. A Storage Sales Specialist has just received information that a customer is experiencing bottlenecks in their IT environment.

What should the next step for a storage sales specialist be?

A.arrange a meeting with the IT Director.

B.present IBM's On Demand storage strategy to the customer.

C.call for the IBM CE to perform a HealthCheck for the current disk system.

D.Send the customer an IBM performance "Redbook" on his current storage systems.

ANSWER: A


2. A business partner sales person is proposing an IBM DS5000 storage solution to an installed EMC customer.

What is the IBM resource with the most knowledge that can assist the business partner against EMC?

A.FTSS

B.Client Rep

C.IBM Briefing Center

D.Techline or CompeteLine

ANSWER: D


3. Which of the following is the entire list of RAID levels supported by the IBM System Storage DS5000?

A.1, 3, 5 and 6

B.1, 3, 5 and DP

C.1+0, 10, 5 and 6

D.0, 1, 3, 5, 6 and 10

ANSWER: D


4. A customer has a large installed base of Cisco ethernet switches and routers with a lot of experienced Cisco network administrators. The customer is looking to upgrade their existing Brocade switches.

What would be a key reason for recommending Cisco SAN directors over Brocade SAN directors?

A.Cisco SAN directors have a higher port count

B.Cisco SAN directors allow for over subscription

C.Cisco SAN directors are more compact using less power and rack space

D.Cisco SAN directors and networking devices use the same management interface

ANSWER: D


5. When an organization is assessing their disaster recovery plans, what is the most critical factor the company should consider?

A.The availability of a recovery site during the disaster.

B.The availability of a standby server during the disaster.

C.The availability and integrity of data after the disaster occurs.

D.The availability of network communications after the disaster occurs.

ANSWER: C


6. FlashCopy can typically reduce the time needed to replicate data through which of the following ways?
A.Making an instanteous, point-in-time copy
B.Initiating multiple job streams to increase bandwidth
C.Improving performance of the host processing by reducing I/Os
D.Initiating synchronous copies to remote disk subsystem for processing
ANSWER: A


7. A customer's major concern is the high cost of implementing SAN attached storage. They do need to consolidate storage and share data while utilizing existing network infrastructure.
Which IBM product should be proposed?
A.N series
B.DS6000 Storage Systems
C.DS8000 Storage Systems
D.SAN Volume Controller
ANSWER: A


8. Which of the following topics should be discussed with the customer FIRST, prior to designing a backup and recovery solution?
A.Off-site tape recovery
B.Disaster Recovery Plan (DRP)
C.Recovery Point Objective (RPO)
D.Availability of a secondary site
ANSWER: C


9. A rapidly growing customer is concerned with the possibility of a natural disaster occurring in the area. They currently have two AIX servers, both being backed up locally to an IBM TS3500 Tape Library. Tapes are taken offsite nightly.
What is the next level of disaster recovery keeping cost as a concern?
A.Implement HACMP between the production and remote location.
B.Make multiple copies of the data each night for local and remote use.
C.Move the tape library to a remote location and perform backups nightly.
D.Duplicate their existing environment (servers and library) at a remote location.
ANSWER: C


10. A customer has a heterogenous storage environment and their growth rate is 75% per year.
What product 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.TotalStorage Productivity Center
ANSWER: A

11. A customer has a heterogeneous environment. They want the ability to scale their storage infrastructure to meet rapidly changing business conditions.
Which of the following would be most appropriate to discuss with the customer?
A.Business Continuity
B.On Demand Environment
C.Tiered Storage Hierarchy
D.Information Lifecycle Management
ANSWER: B

12. A healthcare customer is not satisfied with the utilization of their heterogeneous storage devices.
Which of the following solutions should the IBM storage specialist to help them 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.IBM System Storage Multilevel Grid Access Manager Software
ANSWER: B

13. An IBM storage specialist is talking to a client regarding their current tape library and backup strategy.
Which of the following questions would be most appropriate to identify the customer's business challenges?
A.Are you using tape encryption?
B.What software is being used for backup?
C.Has there been any recent loss of data?
D.How many tape drives are in the library?
ANSWER: C

14. A customer has a mixture of DS8000, DS5000 and a tape library. They have expressed a concern that the storage is not being utilized effectively. You have been asked to present a short presentation on Information Lifecycle Management.
Which of the following is a key point to highlight during the presentation?
A.Running Global Mirror for remote replication
B.Archiving infrequently accessed data to less expensive storage
C.Consolidating multiple storage controllers to one disk solution

D.Migrating data to new tape technology to increase library capacity
ANSWER: B

15. The customer's CIO mentions in a discussion with the IBM salesperson the complexity of their current SAN environment and how difficult it is to manage.
What should be the salesperson's next step?
A.Give the CIO a technical presentation.
B.Suggest the CIO hire more people for managing the SAN.
C.Offer an IBM System Storage SAN Volume Controller (SVC).
D.Invite the CIO to a Total Storage Productivity Center (TPC) demonstration.
ANSWER: D

16. A customer has SCSI attached storage for their Windows servers. The customer is allocating money in next year's budget for additional SCSI attached storage.
What question should be asked to determine the proper Storage solution to propose?
A.What backup solution are you using?
B.How many people manage your servers?
C.Have you looked at IBM SCSI solutions?
D.Would you consider a single storage pool?
ANSWER: D

17. A customer has a combination of Microsoft Windows file servers with direct attached storage and IBM System p database servers attached to a DS4500 that is reaching capacity. The customer needs to migrate to a more scalable storage server.
Which of the following would be most appropriate to ask in the initial conversation?
A.Will all servers be SAN attached?
B.What is the budget allocated for storage?
C.What is the version and release level of the database?
D.How much space is available in the current storage systems?
ANSWER: B

18. The customer has an existing SAN for their AIX servers and they want to add their Windows servers. What would be the lowest cost solution to utilize the existing SAN storage pool while adding the Windows servers?
A.IBM Cisco MDS 9513
B.IBM System Storage N3700
C.IBM System Storage DS5300
D.IBM System Storage N5300 Gateway
ANSWER: D

19. A customer has a requirement to add twelve additional servers (dual attached) to their existing two Brocade 16 port SAN Switches that have no more ports available.
Which of the following should be recommended to accommodate the current capacity requirement, allow for future growth, and provide 4 Gb support?
A.Two IBM TotalStorage SAN64B
B.Two IBM TotalStorage SAN18B-R
C.Two IBM TotalStorage SAN16B-2
D.One Cisco Storage Director MDS 9506
ANSWER: A

20. Which of the following products helps a customer to identify a performance bottleneck?
A.IBM Disk Magic
B.IBM System Storage SAN Volume Controller
C.IBM TotalStorage Productivity Center for Disk
D.IBM TotalStorage Productivity Center for Data
ANSWER: C