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Exam : **C4060-155**

Title : System x Server Family Sales V1

Version : DEMO

1.The System x sales professional is in a meeting with the CIO, VP of Infrastructure, Chief Architect, Operations Manager and the lead Systems Administrator for x86 servers.The sales professional is getting ready to present a solution for rack optimized servers.After everyone introduces themselves, what should you as the seller do to ensure a successful presentation?
A.Understand the role each person in the room has relative to your proposal
B.The executives are only interested in pricing, so do not get into any detail
C.Gear your presentation to the CIO since the CIO is the highest level person in the room
D.Make sure your presentation is suitably technical to appeal to the Chief Architect and lead Systems Administrator
Answer: A

2.A client expresses concern that keeping firmware levels current on their existing competitve blade solution is cumbersome and asks IBM for an alternative platform.Which of the following IBM products would address the customer issue?
A.x3550 M4
B.PureFlex
C.iDataPlex
D.BladeCenter
Answer: B

3.A new customer expresses interest in loud computing to their System x sales professional.Which of the following should be the first questionA new customer expresses interest in loud computing to their System x sales professional.Which of the following should be the first question asked about their existing environment?
A.Do you virtualize your storage?
B.Is data security a major concern for you?
C.Is virtual server sprawl an issue for you?
D.Are you using server virtualization and if so what hypervisor are you using?
Answer: D

4.A manufacturing customer has limited space remaining in their data center and is concerned about rising power costs.The customer applications require very large amounts of memory.They want server redundancy and no downtime.Which of the following architectural features should be discussed with them?
A.iDataPlex with vSphere
B.Two x3950 X5 servers and vSphere
C.BladeCenter, HX5 blades and vSphere
D.BladeCenter, HS23 blades and vSphere
Answer: C

5.Why are many clients converging LAN and SAN traffic onto Ethernet?
A.Reduce cost and complexity
B.Improve data flow, improved cabling
C.Reduced cabling, and network backlog

D.Reduce energy spikes and consumption
Answer: A

6.An x86 customer released an RFP for new rack servers.One requirement is that the configuration must include software for automated Windows OS deployments.Which of the following packages meets the customer requirement OS deployments.Which of the following packages meets the customer requirement?
A.Flex System Manager
B.IBM Systems Director Express Edition for x86
C.IBM Systems Director Standard Edition for x86
D.IBM Systems Director Enterprise Edition for x86
Answer: C

7.An System x customer has two BladeCenter chassis in a rack with glass doors.After recently relocating them, the blowers in both BladeCenters increase to full speed, and then one fails.Apart from replacing the broken blower, which additional action is required for a long term fix?
A.Add top of rack fans
B.Change to perforated doors
C.Add Rear Door Heat eXchanger
D.Increase circulation from the data center raised floor
Answer: B

8.A customer is experiencing bottlenecks in their IT environment.The customer executive council asks the System x sales professional for advice.What would be the best course of action?
A.Meet with the CFO
B.Conduct an Alinean study
C.Create a new configuration
D.Meet with Operations Manager
Answer: D

9.The System x sales professional is in an introductory meeting with the Chief Architect, Operations Manager and the lead Systems Administrator for x86 servers.The sales professional intends to present an overview of System x and PureFlex systems.Which of the following is a primary goal of this meeting?
A.Present a PureFlex proposal
B.Understand the decision criteria
C.Obtain an order for the equipment
D.Schedule a follow-up meeting with the lead Systems Administrator
Answer: B

10.Selling the total solution includes adding storage, networking, services and financing options which ensures customers will remain satisfied with their purchase.Which of the following best describes the benefits of selling the total solution to the customer?
A.Lowest cost of acquisition
B.Locks competitors out of the account

C.One source for systems, cleaner design, simpler support
D.Enhanced creditability, higher profits, less competitive pressure
Answer: C