

IBM

Exam 000-060

IBM Dynamic Infrastructure Sales Leader

Version: 5.0

[Total Questions: 67]

Topic 0, A

A

Question No : 1 - (Topic 0)

An IT Director for a large manufacturer tells you they cannot afford their existing power and cooling costs. They have already installed lower energy usage servers. Which of the following responses addresses this situation?

- A. Power efficient product cost less to purchase and operate
- B. Advise them to renegotiate for lower power costs
- C. Distribute energy costs through chargebacks
- D. Consider power consumption of the data centers major components (i.e. UPS, PDUs, and AC)

Answer: D**Question No : 2 - (Topic 0)**

A brick manufacturing company is currently storing all new and historical data on a disk farm. They are seeking a less costly solution for the long term. They are seeking proposals from IBM and EMC to lower TCO. Which of the following would best address this requirement?

- A. Tiered disk and tape with automated data migration
- B. Replace older expensive disk with new less expensive drives
- C. Implement a tape library for records over six months old
- D. Move oldest records to tape when disk reaches 95% of capacity

Answer: A**Question No : 3 - (Topic 0)**

The CFO of a 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. Virtualization briefing for the CEO
- C. Scorpion study from Lab Services
- D. Design Center whiteboard session

Answer: D

Question No : 4 - (Topic 0)

A large customer is in process of an energy efficiency conversion. Two customer groups previously controlled separate server farms. These groups are now involved in controversy regarding cost sharing for the centralized servers. The two groups are emotional about cost accounting and are concerned they will be treated unfairly. Which of the following is the appropriate response?

- A. Meet with both groups and review the TCO. Point out both groups will reduce their department costs.
- B. Meet with both groups and negotiate an agreeable cost sharing model and method for execution
- C. Divide cost proportional to previous expenses
- D. Review the project documentation and implement that cost sharing model

Answer: B

Question No : 5 - (Topic 0)

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

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

Answer: B

Question No : 6 - (Topic 0)

It is important to understand the challenges when selling BR solutions. Which of the following obstacles is the most difficult for the Dynamic Infrastructure Sales Leader?

- A. Strong competitive BR challenge from HP
- B. Lack of prioritization of BR by the CIO
- C. New IT Director who is not IBM friendly

D. The complexity of designing enterprise wide disaster recovery solutions

Answer: B

Question No : 7 - (Topic 0)

The Executive Vice President of a large financial customer is interested in Cool Blue. Which of the following IBM products are part of the Cool Blue product portfolio?

- A. IBM Director with Active Energy Manager
Tivoli Provisioning Manager
Tivoli Productivity Center
- B. IBM Director with Active Energy Manager
Rear Door Heat Exchanger
Power Architecture
- C. Rear Door Heat Exchanger
IBM WAS
Power Architecture
- D. IBM Director with Active Energy Manager
Calibrated Vector Cooling
IBM RAD.

Answer: B

Question No : 8 - (Topic 0)

A finance customer plans to order several new BladeCenter servers to replace distributed Linux servers, and is concerned that the additional heat load may exceed the capacity of the current air-handling system. Which of the following options aid the customer in selecting a solution?

- A. Install optional Rear Door Heat eXchanger
- B. Facts and Features for each system to identify power requirements
- C. Red Books to confirm enough rack space is available for proper airflow
- D. IBM Installation Planning Representative

Answer: D

Question No : 9 - (Topic 0)

A DI prospect has EMC storage installed. The CIO favors EMC, but several of the technical staff are dissatisfied with managing EMC in a mixed environment. Which of the following sales tactics apply to this situation?

- A. Present benefits of TPC for fabric
- B. Present benefits of DS4000 family
- C. Compare SVC to Invista
- D. Present weakness of the aging CLARiiON line

Answer: C

Question No : 10 - (Topic 0)

A prospect plans to deploy hundred of IBM Blades with several operation systems. They plan to virtualize Ethernet address and world wide port names for ease of administration. They are concerned about the labor required. Which of the following addresses this issue?

- A. BladeCenter Open Fabric Manager
- B. BladeCenter with Virtual Connect
- C. Tivoli Productivity Center
- D. WebSphere XD

Answer: A

Question No : 11 - (Topic 0)

SAN Volume Controller virtualizes the storage infrastructure. Which of the following products provides platform management for multiple storage devices

- A. Tivoli Storage Manager
- B. IBM System Director
- C. TotalStorage Productivity Center.
- D. Tivoli Monitoring

Answer: C

Question No : 12 - (Topic 0)

An IBM Encrypting Tape solution is very simple to deploy because of which of the