

IBM

Exam 000-122

Power Systems with POWER7 Common Sales Skills -v2

Version: 7.0

[Total Questions: 101]

Topic 1, Volume A**Question No : 1 - (Topic 1)**

Which of the following can be used to provide a basis for proving that Power Systems have a lower cost of ownership than x86 systems?

- A. rPerf and CPW measurements
- B. Analysis report from the Alinean Tool
- C. ISV recommendations and lower IBM financing costs
- D. White papers that illustrate IBM's leadership technology

Answer: B

Topic 2, Volume B**Question No : 2 - (Topic 2)**

A customer has very unpredictable short workload increases. Which automated capability of Power 770, 780 and 795 servers would satisfy this need?

- A. Trial Capacity on Demand
- B. Utility Capacity on Demand
- C. Elastic Capacity on Demand
- D. Capacity Upgrade on Demand

Answer: B

Question No : 3 - (Topic 2)

Which of the following key element should be included in an executive summary?

- A. A mini-business case
- B. Three years TOO and key milestones
- C. How the proposal addresses stated business requirements
- D. Acquisition cost, the installation time-line, and services provided

Answer: C

Question No : 4 - (Topic 1)

A CIO has asked for a comparison of the performance between Power Systems servers running AIX and HP-UNIX servers. Which benchmark should be discussed?

- A. rPerf
- B. TPC
- C. MIPS
- D. CPW

Answer: B

Question No : 5 - (Topic 2)

A prospective customer is considering a Dell x86 server running Windows, VMware, and WebSphere versus a Power System running IBM i, AIX, PowerVM and WebSphere.

Which value proposition favors IBM in this situation?

- A. Running an all IBM solution guarantees the highest performance.
- B. When ordering all the components from IBM, a significant package discount is applied.
- C. IBM can provide the entire hardware and software stack and is a single source for support if needed.
- D. All the components are provided by IBM and are available in a single, integrated, pre-installed package.

Answer: C

Question No : 6 - (Topic 1)

A customer has a Power 720 with an expansion unit. The disk slots in the CEC and the expansion drawer are full. The customer wants to add SSD capacity.

Which of the following is the most economical option for the customer?

- A. Install an SSD disk riser in the Power 720 CEC
- B. Install PCIe SSD SAS adapter to support SSDs without using disk slots
- C. Install a SAS RAID adapter and an optional disk riser in the CEC to support SSDs.
- D. Install an SSD enablement feature and a second expansion unit on the Power 720 to house the SSDs

Answer: B

Question No : 7 - (Topic 2)

An insurance company has been losing money due to payments made on fraudulent claims. What product will help identify fraudulent claims?

- A. Cognos
- B. PowerSC
- C. Hadoop database
- D. SmartCloud Orchestrator

Answer: A

Question No : 8 - (Topic 1)

What solution can be deployed to enable maintenance on a server while ensuring that a mission critical LPAR remains operational?

- A. Use PowerSC to insure continuous uptime on another server.
- B. Use PowerVM Enterprise Edition to move the partition to another server.
- C. Use Active Memory Sharing to enable the LPAR to continue running on the current server
- D. Use VMControl Enterprise Edition to suspend and resume the application on the current server.

Answer: B

Question No : 9 - (Topic 2)

A customer needs a Power Systems server to be initially configured with 8 active cores and 256GB of memory, and upgrade at a later date to 16 cores and 512GB of memory. Which

model supports these requirements at the lowest cost?

- A. Power 710
- B. Power 720
- C. Power 730
- D. Power 740

Answer: C

Question No : 10 - (Topic 1)

An existing Power Systems customer wants to run Java programs, and they know that Java is now owned by Oracle. The customer has asked how they can run Java programs on a Power Systems server. What is the appropriate response?

- A. Java programs need to be compiled to run natively in AIX.
- B. Java programs run natively in AIX, IBM i and Linux partitions.
- C. Java runtime licenses can be downloaded from the open source community.
- D. Workload management subsystems in IBM i run Java programs without the requirement of a separate LPAR.

Answer: B

Question No : 11 - (Topic 2)

Which of the following describes a key business benefit that Systems Director VMControl can provide to a customer with multiple Power Systems servers?

- A. Offers an easy-to-use web-based interlace with a point and click tool to manage LPARs from a single screen.
- B. Provides an industry-standard tool with the flexibility to address multiple systems in a network as though they were a single machine.
- C. Reduces the total cost of ownership in a virtual environment by decreasing management costs and improving utilization across the network.
- C D. Provides a simple interlace where business goals and policies can be used to determine infrastructure virtualization and performance metrics.

Answer: C

Question No : 12 - (Topic 2)

Due to changes in management structure, a Power customer is questioning the cost effectiveness of Power Systems servers as compared to HP ProLiant servers.

Which response addresses the issue?

- A. Power Systems servers typically have a lower software cost.
- B. Power Systems servers typically have a lower environmental cost.
- C. Power Systems servers typically have a lower total cost of ownership.
- D. Power Systems servers typically have a lower total cost of acquisition.

Answer: C

Question No : 13 - (Topic 1)

What is the benefit of using the Active Memory Expansion feature in Power Systems servers?

- A. Memory capacity will virtually be doubled.
- B. Memory will be disk-cached to improve performance.
- C. Memory will be allocated to an LPAR to improve performance.
- D. Memory contents are compressed to allow for greater utilization.

Answer: D

Question No : 14 - (Topic 1)

When moving an HP-UX based application workload from an HP Superdome onto a Power Systems server, which operating system will provide the easiest transition'?

- A. AIX
- B. IBM i
- C. Red Hat Enterprise Linux
- D. SuSe Linux Enterprise Server

Answer: A

Question No : 15 - (Topic 2)

Why should customers keep the Software Maintenance Agreement for IBM software up-to-date?

- A. It cannot be re-instituted if it expires.
- B. It provides automated fix updates via CHARM.
- C. It provides software support and upgrade protection.
- D. It provides standard 7x24 defect and non-defect support.

Answer: C

Question No : 16 - (Topic 1)

An IT manager plans to purchase a new Power 770 System with multiple LPARs. This company previously had a bad experience with a non-IBM solution that was missing several necessary hardware components when first acquired. Which resource below emulates an LPAR configuration and validates that the planned partitions are valid?

- A. TechDocs
- B. InfoCenter
- C. Workload Estimator
- D. Systems Planning Tool

Answer: D

Question No : 17 - (Topic 1)

What is a function found in PowerVM that has no equivalent function in VMware?

- A. Remote Restart
- B. Partition Mobility
- C. Memory Sharing
- D. Processor virtualization

Answer: C

Question No : 18 - (Topic 1)