IBM 000-977

Power Systems with POWER7 Common Sales Skills – v1
Version: 4.2

Topic 1, Volume A

QUESTION NO: 1

Which of the following describes a benefit of TurboCore?

A. Increases the system bandwidth
B. Increases the speed of the core
C. Increases L2 cache available per chip
D. Increases the threads per core from 4 to 8

Answer: B
Explanation:

QUESTION NO: 2

A customer has a 2-core POWER5 server, thirty x86-based Linux servers, and 10TB of storage. They have budget approval for a complete infrastructure refresh, including a disaster recovery system.

Which solution supports the customer needs at lowest cost?

A. Blade servers with DS5000
B. Power 770 servers with DS8000
C. Power 730 servers with DS5000
D. Power 755 servers with DS6000

Answer: C
Explanation:

QUESTION NO: 3

The IT manager has asked for assistance in building a proposal to consolidate their Sun servers running WebSphere to an existing Power 570. The CFO has received a proposal for an HP blade solution to replace the Sun servers. What is the correct approach?

A. Request a meeting with the IT manager and CFO
B. Provide IBM customer references and white papers
C. Propose a POWER7 solution with multiple partitions

D. Provide IBM Global Services and financing for the HP solution

Answer: A
Explanation:

QUESTION NO: 4

The CIO has recommended that their system be upgraded to a more current Power Systems solution. The existing lease has 9 months before it ends. What is the least expensive financing solution for the client?

A. Add the upgrade to the remaining lease term.
B. Buy out the existing lease and finance the upgrade.
C. Buy out the existing lease and finance a new system.
D. Provide a 3 year base lease extension and finance the upgrade.

Answer: D
Explanation:

QUESTION NO: 5

A customer is running an Oracle database on a 16-core POWER5 570 and wants to migrate to a Power 750. Processing requirements have remained stable. How can the sales representative help to justify the purchase?

A. Active Energy Manager found in the Power 750 firmware lowers energy cost.
B. The Power 750 requires fewer cores to run the Oracle database, lowering software costs.
C. The ability to concurrently replace cores and memory on the Power 750 reduces the cost of disrupted service.
D. The Power 750 has better virtualization features than the POWER5 570, increasing the utilization of the system.

Answer: C
Explanation:

QUESTION NO: 6

A Power 770 configuration has 24 active cores with 8 on-demand. During a design review, the customer was uncertain if 24 cores would support daily performance requirements. How can the

customer determine if they have sufficient cores without unnecessary purchases?

A. Use Utility CoD to activate the on-demand cores.
B. Use the Trial CUoD to activate the on-demand cores.
C. Activate the TurboCore feature to maximize core performance.
D. Use PowerVM's ability to automatically activate the on-demand cores as needed.

Answer: B
Explanation:

QUESTION NO: 7

A client needs a solution which provides a quick and easy way to deploy firmware patches, receive notifications of hardware component failures, disk and CPU thresholds, and operating system patch levels. Which offering will support the customer requirement?

A. IBM PowerVM Enterprise Edition
B. IBM Systems Director Express Edition
C. IBM Tivoli Monitoring Express Edition
D. IBM Performance Manager for Power Systems

Answer: B
Explanation:

QUESTION NO: 8

An IT manager would like an explanation of why he should consider purchasing the UPS that is included with other peripherals in a configuration for a Power 750. What function and benefit does the UPS in this configuration provide?

A. A production server requires a UPS to provide uninterrupted electricity in the event of a long term power outage.
B. A UPS can significantly reduce energy usage on POWER7 servers when managed by Systems Director and Active Energy Manager.
C. Using a UPS specifically designed for Power Systems reduces energy consumption and significantly extends the life of the system.
D. The UPS will help protect assets by detecting electrical utility anomalies and providing power for a limited period of time, when required.

Answer: D

Explanation:

QUESTION NO: 9

What is the most important factor when creating an executive summary?

A. Avoid technical jargon
B. Summarize the implementation plan
C. Avoid restating the customer goals
D. Include a copy of the detailed configuration

Answer: A
Explanation:

QUESTION NO: 10

A Power Systems user has been notified by the local utility company that the amount of supplied energy is at its limit. The company is expanding and needs to add new applications. In addition to consolidating applications on to fewer servers, what can a Power sales representative offer to help the customer?

A. VMControl to cap application energy usage
B. IBM i 7 or AIX 7's energy management features
C. Systems Director to manage server energy consumption
D. Active Energy Manager to manage the server energy usage

Answer: D
Explanation:

QUESTION NO: 11

A data center manager is concerned about server sprawl and floor space, and the company has decided on a Blade strategy. The customer application needs at least 12 cores per server. An additional 3 servers will be added in the next 12 months. Which of the following Blade solutions address current and future requirements?

A. JS43
B. JS23

C. PS702
D. PS701

Answer: C
Explanation:

QUESTION NO: 12

A company with limited budget has a requirement for sixteen POWER7 cores to implement an application. Plans for future applications require the system to scale to 24 cores. Which system addresses the current and future customer needs at least cost?

A. Power 740
B. Power 750
C. Power 770
D. Power 780

Answer: B
Explanation:

QUESTION NO: 13

IBM Systems Director Enterprise Edition addresses which customer pain points?

A. Energy monitoring
B. Maintaining security settings
C. Automating storage management
D. Disaster Recovery synchronization

Answer: A
Explanation:

QUESTION NO: 14

How is RAS implemented in IBM Power Systems?

A. IBM implements RAS functionality into the supported operating systems to eliminate hardware errors.

B. IBM uses a design process that incorporates RAS into every facet of system design and manufacturing.
C. IBM leverages relationships with industry leading suppliers of high-end components and electronics to improve RAS.
D. IBM involves independent organizations to conduct industry standard tests and benchmarks and provide guidance on RAS quality.

Answer: B
Explanation:

QUESTION NO: 15

A medium sized company acquired two smaller companies and now has many separate Linux-based applications that must be integrated into a single IT department. They also have Sybase databases running on Linux. What advantages would a Power Systems solution offer this customer?

A. PowerVM Lx86 provides an environment for Linux applications to run natively on a single Power Systems server in a shared processor pool.
B. Micro-partitioning provides an environment to consolidate many Linux servers and offers significantly better utilization of system resources.
C. General Parallel File System (GPFS) protects the customer investment by clustering with other Linux systems to form a grid based architecture.
D. The Power Systems Linux Tool Kit recompiles Linux applications and databases onto AIX providing cost-effective consolidation into Workload Partitions.

Answer: B
Explanation:

QUESTION NO: 16

A customer is considering the purchase of two PS701 Blades in a BladeCenter chassis (BCS). The customer would like to have additional storage beyond what can be supported internally on the Blades and inside the chassis. What storage solution can be attached to a BCS to extend its disk storage?

A. DS3000
B. DS4000
C. DS5000
D. DS6000

Answer: A
Explanation:

QUESTION NO: 17

A customer needs to reduce the number of SAP servers because of floor space constraints. What business benefit will Power System servers and software offer?

A. PowerVM reduces the number of servers by increasing the utilization of each server.
B. DB2 pureScale reduces the number of servers by offering a better utilization of servers.
C. VMControl reduces the number of servers by virtualizing all SAP applications on fewer servers.
D. SAP Director reduces the number of servers by consolidating SAP applications on fewer servers.

Answer: A
Explanation:

QUESTION NO: 18

What customer issues will PowerHA help resolve?

A. System outages
B. Network latency
C. Low resource utilization
D. Application response time

Answer: A
Explanation:

QUESTION NO: 19

What is the difference between the Power 750 and Power 755?

A. The Power 755 is an eight socket system using half the cores and twice the cache.
B. The Power 755 has 32 cores activated and supports half the memory of a Power 750.
C. The Power 755 operates in Turbo mode and has twice the memory bandwidth of a Power 750.
D. The Power 755 is a Linux-only High Performance Computing solution and requires water cooling.

Answer: B
Explanation:

QUESTION NO: 20

A customer is considering the replacement of a POWER5 570 and has some questions about newer technology. They are very familiar with RAID-5 storage but would like to know about support for RAID-6 in the Power 770. What should the Power Systems Sales Representative explain to this customer?

A. RAID-6 is supported with AIX and Linux. It provides the capability to create multiple arrays for large systems and supports global hot spares with at least 6 drives.
B. RAID-6 is supported with AIX, Linux and IBM i. It protects against data loss in the event of two concurrent disk failures in the same array and requires at least 4 drives.
C. RAID-6 is supported with AIX and IBM i. It provides significantly more performance than RAID-5 while offering customers the same functionality and requires at least 3 drives.
D. RAID-6 is supported natively with Linux. It provides the emulation necessary to support operating systems designed for RAID-5 while offering higher performance and improved resiliency.

Answer: C
Explanation:

QUESTION NO: 21

A client has fifty x86 servers, a pSeries server and an iSeries server. The CIO wants to completely refresh the existing infrastructure and is focused on cash flow. What should be included in a Power Systems server Total Cost of Ownership presentation?

A. Monthly payments for an IBM Global Finance lease
B. Total direct costs of the project, but not indirect costs
C. Reduced downtime, projected outage and system failure expenses
D. Total operating costs but not the cost of acquisition for the Power server

Answer: A
Explanation:

QUESTION NO: 22