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**IBM Systems Software Technical Sales Mastery
V1**

Version 14.2

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QUESTION NO: 1

A customer is considering a Websphere Message Broker installation in a virtualized environment. The project will be phased in, and the virtual machines will only consume a fraction of the physical hardware. What does the customer need in place to ensure they are able to license software for the size of the virtual machines and not the entire server capacity?

- A. Passport Advantage Contract
- B. WebSphere Cloudburst Appliance
- C. IBM Subcapacity Agreement
- D. Tivoli Monitoring

Answer: C

QUESTION NO: 2

A BladeCenter customer is interested in HP Virtual Connect. Which of the following IBM products should be presented?

- A. BOFM
- B. VMotion
- C. PowerVM
- D. AMM

Answer: A

QUESTION NO: 3

What are the three solution areas that define the IBM Systems Software portfolio today?

- A. Flexible Delivery Choices, Virtualization, Cloud

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- B. System Analytics, Workload Optimization, Systems for a Smarter Planet
- C. Virtualization, Management, Availability
- D. Virtualization, Provisioning, Control

Answer: C

QUESTION NO: 4

Today's environments are becoming more and more complex and many customers. Which of those customer engagement methods are helping to explore customer needs and develop solutions?

- A. Cloud Exploration Workshop
- B. Alinean
- C. COBRA
- D. Technical Health Assessments

Answer: A

QUESTION NO: 5

A customer has a need for a 6.6 PB capacity with a 40% annual growth rate. Scalability is a major concern. Which product meets these needs?

- A. XIV
- B. SVC
- C. SONAS
- D. N series

Answer: C