

**Exam : IBM 000-115**

**Title : Storage Sales V2**

**Version : v1.1**

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1. Which of the following customer requirements is the TS7650G Gateway designed to address?

- A. latency across a long distance network
- B. high-speed backup of large video files
- C. improve the throughput of tape backups
- D. reduce cost and increase storage capacity utilization

**Answer: D**

2. Which of the following environments is most closely addressed by the N series N3600?

- A. a customer that requires block level storage
- B. a customer that requires CIFS and AIX NFS environments
- C. a customer that requires good scalability and performance
- D. a customer that needs to consolidate multiple storage controllers under a single interface

**Answer: B**

3. A small bio-tech company is interested in implementing an IBM System Storage solution.

Which of the following tools can be used to help justify the cost of our solution to a customer?

- A. TCOnow!
- B. Disk Magic
- C. Capacity Magic
- D. System Storage Productivity Center (SSPC)

**Answer: A**

4. A customer is impressed with EMC's F.A.S.T. feature.

Which of the following features of the Storwize V7000 competes with EMC's F.A.S.T.?

- A. FlashCopy
- B. Easy Tier
- C. Thin Provisioning
- D. External Virtualization

**Answer: B**

5. A non-IBM customer is thinking of changing storage vendors and has been impressed by the GUI from a competing vendor. This GUI is easy to use and allows the creation of virtual pools of storage across any product from that vendor's product line.

How best should the sales specialist respond?

- A. by positioning the XIV GUI
- B. by positioning the latest SVC GUI
- C. by promoting special incentives for new IBM customers
- D. by challenging the capability of the other vendor's GUI

**Answer: B**

6. What is the appropriate EMC software to be compared with Tivoli Storage Productivity Center?

- A. PowerPath
- B. VisualSAN
- C. ControlCenter
- D. Storage Essentials

**Answer: C**

7. IBM ProtecTIER Appliance Edition v2.5 software loaded on the IBM TS7650 Appliance has been enhanced to support the OpenStorage (OST) API with which of the following applications?

- A. EMC Networker
- B. Symantec NetBackup
- C. CommVault Simpana 9
- D. eVault Backup Software

**Answer: B**

8. Which of the following products helps a customer identify a performance bottleneck?

- A. Tivoli Storage Manager

- B. Tivoli Storage Productivity Center for Disk
- C. Tivoli Storage Productivity Center for Data
- D. Tivoli Storage Productivity Center for Replication

**Answer: B**

9. A healthcare customer is not satisfied with the utilization of their heterogeneous storage devices. Which solution would improve the utilization of the customer's storage devices?

- A. Tivoli Storage Manager
- B. IBM SAN Volume Controller
- C. Tivoli Provisioning Manager
- D. Tivoli Storage Productivity Center

**Answer: B**

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