

Exam : IBM 000-200

Title : IBM Storage Sales Combined V1

Update : DEMO

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1. Which of the following competitors offers customers a virtual tape solution for mainframes?

- A.Sony
- B.NetApp
- C.Quantum
- D.Sun Storage TekWArrialCourier NewZX

ANSWER: D

2. Which of the following customer environments is addressed by the NSeries?

- A.A customer wanting to implement a global file system
- B.A customer with Windows CIFS and AIX NFS requirements
- C.A customer who requires good scalability and performance
- D.A customer who needs to consolidate multiple storage controllers under one management interface WArrialCourier NewZX

ANSWER: B

3. A retail customer is experiencing bottlenecks in their IT environment.

Which of the following responses address this issue?

- A.Meet with the IT Director
- B.Present IBM's On Demand storage strategy to CFO
- C.Trial install of Tivoli Provisioning Manager (TPM)
- D.Perform Disk Magic study WArrialCourier NewZX

ANSWER: A

4. The Information Technology Director at a prospect is interested in purchasing the N3300, and has asked the storage specialist to help present the solution to the Finance Director.

Which of the following should the storage specialist include in the proposal?

- A.CIFS and NFS support is included in the price
- B.A configuration showing the technical detail of the solution
- C.N3300 combines iSCSI, NAS and FiberChannel into a single storage solution
- D.Lowers Total Cost of Ownership (TCO) and improves Return On Investment (ROI)WArrialCourier NewZX

ANSWER: D

5. A retail customer has a combination of Microsoft Windows file servers with direct attached storage and Power Systems with AIX database servers SAN attached to a DS4700. The DS4700 is reaching capacity, and the customer needs to migrate to a more scalable storage system.

Which of the following would be most appropriate to ask first?

- A. Will all servers be SAN attached?
- B. What is the budget allocated for storage?
- C. What is the projected storage requirement?
- D. How much space is available in the current storage systems? WArrialCourier NewZX

ANSWER: B

6. The storage specialist is preparing the IBM System Storage DS6800 proposal for replacing a customer's EMC Symmetrix who's warranty has expired.

Which of the following TCO advantages should be highlighted in the proposal?

- A. Larger disk capacity
- B. Flexible warranty and lower power consumption
- C. Standard three year warranty and no software maintenance
- D. FlashCopy included versus extra cost for TimeFinder WArrialCourier NewZX

ANSWER: B

7. A small bio-technical company is interested in implementing an IBM Storage solution.

Which of the following tools can be used to help justify the cost of an IBM System Storage solution to a customer?

- A. Disk Magic
- B. Total Cost of Ownership Now (TCO)
- C. Capacity Magic
- D. System Storage Productivity Center (SSPC) for disk WArrialCourier NewZX

ANSWER: B

8. A customer has Microsoft Windows, Sun, and Power servers with internal disk. They are porting several applications from other platforms to these servers and need 5 TB of shared disk.

Which of the following is the most cost effective, highly available, shared storage solution for this customer?

- A. N5200
- B. DS8300 Storage Server
- C. DS3400 Storage Server
- D. DS5300 Storage Server WArrialCourier NewZX

ANSWER: D

9. A healthcare customer is not satisfied with the utilization of their heterogeneous storage devices.

Which of the following solutions should the IBM storage specialist recommend to better provision their storage on demand?

- A. Tivoli Storage Manager (TSM)

- B. IBM SAN Volume Controller (SVC)
- C. IBM TotalStorage Productivity Center (TPC)
- D. Tivoli Provisioning Manager (TPM)

ANSWER: B

10. A customer has a heterogeneous storage environment and their storage growth rate is 75% per year. Which of the following products would allow this customer to add new applications, new servers and more storage while not forcing them to schedule outages to add these upgrades?

- A. SAN Volume Controller
- B. Tivoli Content Manager
- C. Tivoli Storage Manager
- D. System Storage Productivity Center (SSPC)

ANSWER: A

11. A manufacturing customer has a requirement to add twelve additional servers (dual attached) to their existing two Brocade 16 port SAN Switches that have no more ports available.

Which of the following should be recommended to accommodate the current capacity requirement, allow for future growth, and provide 8 and 4 Gb support?

- A. Two SAN80B-4
- B. Two SAN04B-R
- C. Two SAN16B
- D. One Cisco Storage Director MDS 9506

ANSWER: A

12. An IBM storage specialist is talking to a client regarding their current tape library and backup strategy.

Which of the following questions would be most appropriate to identify the customer's business challenges?

- A. Type of tape drives?
- B. What software is being used for backup?
- C. Has there been any recent loss of data?
- D. How many tape drives are in the library?

ANSWER: C

13. Which of the following topics should be discussed with the customer FIRST, prior to designing a backup and recovery solution?

- A. Data Deduplication (DEDUP)

- B. Disaster Recovery Plan (DRP)
- C. Recovery Point Objective (RPO)
- D. Availability of a secondary site

ANSWER: C

14. A banking customer currently has a Microsoft Windows and Linux environment. They need file level access storage to share files across the Windows and Linux hosts.

Which of the following offerings meets the customer's requirements?

- A. N3600
- B. DS3300
- C. DS4700
- D. XIV

ANSWER: A

15. A customer's major concern is the high cost of implementing SAN attached storage. They do need to consolidate storage and share data while utilizing existing LAN network infrastructure.

Which of the following IBM products should be proposed?

- A. N5300
- B. 9550
- C. DS3400
- D. XIV Entry Model

ANSWER: A