

**Exam : IBM 000-961**

**Title : Storage Sales for High-End  
Disk Version 1**

**Version : Demo**

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1. A customer is about to write a request for proposal to replace their existing disk system. Prior to releasing the document, they ask for a presentation of IBM products that are a logical extension to their current environment. They also ask for factual comparisons to other vendors in the marketplace.

Where can the most current information on the competition be found?

- A. contact IBM Competeline
- B. from the Competitive (COMP) website
- C. contact an SE who has recently been in a similar situation
- D. from the competitive information section of the System Sales website

**Answer: A**

2. What is the maximum size of cache memory in the IBM System Storage DS8300?

- A. 64 GB
- B. 128 GB
- C. 256 GB
- D. 512 GB

**Answer: C**

3. A customer requests a new storage pool for their TSM environment. They are also interested in consolidating the transaction data used by the System i servers. Which solution should be offered?

- A. DS6800 with FC drives
- B. DS4800 with SATA drives
- C. DS6800 with FATA drives
- D. DS6800 with intermix of FC and FATA drives

**Answer: D**

4. A customer is running an IBM System Storage DS8300 and uses TPC for Disk as their preferred management tool to collect performance metrics. They were told that TPC now supports an embedded cimom agent running on the DS8000 HMC. Which resource is recommended to help this customer with the installation steps?

- A. the IBM help line

- B. an IBM SE for disk systems
- C. a Tivoli sales representative
- D. 1-800-IBM-SERV under customer's support contract

**Answer: D**

5. Which HP storage solution is most closely matched in capacity by the IBM System Storage DS6800?

- A. StorageWorks EVA 8000
- B. StorageWorks EVA 6000
- C. StorageWorks EVA 4000
- D. StorageWorks Disk Array XP10000

**Answer: B**

6. A customer has asked for an IBM System Storage DS8100 that will provide not only 99.999% uptime but also no downtime for disk upgrades. What should the solutions architect add to the configuration to make sure there will be no downtime for disk upgrades?

- A. include a four year 24x7 warranty upgrade
- B. order the Performance Accelerator package
- C. a request that all disks in the subsystem use RAID 5
- D. an IBM System Storage DS8000 Enclosure Unit

**Answer: D**

7. An IBM System z server customer with two locations 400 kilometers apart is constantly struggling to balance workload across the two locations. The IT staff wants one data center as a recovery location in the event of an outage. Which IBM System Storage DS8000 capability most cost effectively meets the customer's need without impacting performance?

- A. Global Mirror (XRC)
- B. Metro, Global Mirror
- C. Parallel Access Volumes (PAV)
- D. Metro Mirror (synchronous PPRC)

**Answer: A**

8. A company has an existing EMC Symmetrix DMX1000 that is running out of disk space. The requirement is to provide an additional IBM storage solution for 70 TB of future growth. Which solution enables the migration of data with minimal downtime at the lowest cost?

- A. SAN Volume Controller with DS8100
- B. SAN Volume Controller with DS6800
- C. Tivoli Storage Manager (TSM) with DS8100
- D. TotalStorage Productivity Center with DS6800

**Answer: A**

9. A customer is willing to use an IBM System Storage DS6800 as a disk replacement only if it reaches the required performance of their Oracle database infrastructure. Within IBM, which resource should the Business Partner sales representative contact?

- A. Techline for benchmark support
- B. Channel Manager for Disk Systems
- C. PartnerLine for pre-sales support
- D. competitive specialist for Oracle

**Answer: C**

10. A customer has received bids from three companies for a new disk system. They plan to develop a cost basis for all three solutions, which includes purchase price for the hardware and software as well as ongoing charges for the product's four year life-cycle. What is the best way of staying involved with this customer to help with their analysis?

- A. offer to help them develop a spreadsheet in Excel
- B. help them select an outside consultant to prepare this analysis
- C. provide a Total Cost of Ownership analysis for them with IBM tools
- D. access consultant reports from IBM PartnerWorld and provide them with cost analysis information from these sources

**Answer: C**

11. A customer wishes to install and migrate System z data to the new IBM Storage Solution with minimal

disruption to existing applications. Which IBM tool provides minimal disruption?

- A. DS8000 FlashCopy
- B. SAN Volume Controller (SVC)
- C. TotalStorage Productivity Center (TPC)
- D. Softek Transparent Data Migration Facility (TDMF)

**Answer: D**

12. A new IBM System Storage DS8300 customer is very happy with the installed solution. The staff is mostly self-sufficient. There are times, however, when prompt answers to questions on how to perform certain system tasks is a requirement. Which IBM offering satisfies this requirement?

- A. Implementation Service
- B. IBM Supportline Service
- C. IBM Storage Management Service
- D. IBM System Storage DS8300 Call Home Service

**Answer: A**

13. A customer with HP EVA 8000 storage connected to open systems requires additional storage for application recovery using instant volume copy. Which cost effective IBM solution protects the customer's investment in the HP storage?

- A. SVC and DS8100
- B. DS8100 with Metro Mirror
- C. DS8300 with FlashCopy and SVC
- D. SVC with FlashCopy and DS8100

**Answer: D**

14. A customer using an Oracle Database for web sales management is dissatisfied with the application being unavailable to the user during database backup. Which IBM product can be included with DS8000 to solve the customer's problem?

- A. SnapManager for Oracle
- B. FlashCopy for Consistency Groups

- C. Tivoli Storage Manager for Databases
- D. TotalStorage Productivity Center for Data

**Answer: C**

15. A customer is interested in the IBM System Storage DS8300 for current and future storage requirements. The customer indicates that some of their servers are running versions of Red Hat Linux that are not on the DS8000 Interoperability Matrix. Which IBM process offers support for this unpublished configuration?

- A. RPQ
- B. Special Bid
- C. Proof of Concept
- D. Non-Disclosure Agreement

**Answer: A**

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