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Exam : **000-959**

Title : Enterprise Storage Sales V3

Vendor : IBM

Version : DEMO

NO.1 A customer plans to replace its storage infrastructure which supports Oracle databases and a server farm based on VMware by storage grid architecture.

A Business Partner sales specialist proposes a two XIV grid system with 486 TB of usable capacity and implementation services.

What approach may be used to migrate the applications' data?

- A. Configure the XIV with IBM Lab Services
- B. Use the XIV native migration facility
- C. Develop scripts to automatically move the data
- D. Use host resources to migrate the data using LVM

Answer: A

NO.2 A customer asks if Tivoli Productivity Center will help manage their Hitachi storage system, and says if so they can save costs by standardizing on IBM Tivoli Productivity Center as a storage resource management system.

How should the sales specialist respond?

- A. Yes, as long as the Hitachi supports SMI-S
- B. Yes, as long as the Hitachi supports SMTP
- C. No, since only IBM storage supports HTTPS
- D. No, since only IBM storage supports SNMP

Answer: A

NO.3 The CTO says he/she has a number of existing storage units from different vendors, and wishes to bind them together under a common management point, pooling their resources to increase utilization and avoid performance bottlenecks.

What is this CTO talking about?

- A. Automatic storage tiering
- B. Storage pooling
- C. Storage load balancing
- D. Storage virtualization

Answer: C

NO.4 What is most important in the proof of concept process?

- A. timing
- B. logistics
- C. test plan
- D. acceptance criteria

Answer: B

NO.5 A new customer to the TS3500 wants to know if the TS3500 they recently purchased has a three-year 9x5 warranty.

What is the correct answer to give the customer?

- A. One year, 7x24 is the standard warranty.
- B. Three years, 9x5 is the standard warranty.

- C. Three years, 7x24 is the standard warranty.
- D. One year, 9x5 is the standard warranty, with an option to provide three years 9x5.

Answer: A

Reference:<http://www-03.ibm.com/systems/storage/tape/ts3500/specifications.html>(see warranty)

NO.6 During a meeting, a customer tells the sales specialist that their company is planning a 12C Windows and Linux server consolidation project and is interested in storage virtualization. The sales specialist also learns that EMC CLARION, which houses the company's enterprise business data, has no room for disk expansion.

Which SAN Volume Controller value applies to this scenario?

- A. SAN Volume Controller is licensed per server.
- B. SAN Volume Controller enables additional RAID levels.
- C. SAN Volume Controller improves overall workload performance
- D. SAN Volume Controller adds a second level data protection on CLARION

Answer: C

NO.7 A customer is looking at proposals from IBM, EMC, HP, and HDS, each of which have slightly different usable capacities. Each vendor has a different way of pricing disk drives as well as advanced function software. The customer needs to determine how much each solution will cost over the life of the solution.

What is the best way to calculate that actual cost to make each vendor comparable?

- A. cost per TB
- B. price per IOPS
- C. total cost of ownership
- D. total cost of acquisition

Answer: C

NO.8 A customer is concerned about data protection/redundancy since they have lost data in the past.

Which storage system dynamically and fluidly restores redundancy and equilibrium across all disks in the system during rebuild after a failed disk drive?

- A. EMC VNX
- B. IBM XIV Gen3
- C. HP 3PAR StoreServ 7000
- D. IBM Storwize V7000

Answer: B

Reference:<http://people.cs.clemson.edu/~westall/851/cluster/ibmxiv.pdf>(page 36)

NO.9 What is one clear advantage of IBM's TS3500 Tape Library over Oracle's SL-8500 Library?

- A. FCOE connectivity
- B. Higher number of robots
- C. Modularity of storage units
- D. Capability for handling mixed media

Answer: C

Reference:<http://www.storagenewsletter.com/rubriques/tapes/ibm-ts3500-tape-library/>(See the 3rdParagraph).

NO.10 A customer is looking for a new enterprise storage system. In visiting the customer to meet with the storage administrator, the visitors log book reveals that EMC has recently visited.

To be successful with this opportunity, at what level must the sales specialist be calling to be at the same level as EMC?

- A. Chief Security Officer
- B. Chief Financial Officer
- C. Chief Technology Officer
- D. Chief Information Officer

Answer: B