

# 000-960<sup>Q&As</sup>

IBM Storage Sales Exam

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#### **QUESTION 1**

A customer has a huge amount of files on different distributed locations and is looking for a corporate common solution. Which of the following is the best option to recommend?

- A. NSeries
- B. Virtual File Manager
- C. Windows File Servers
- D. General Parallel File System (GPFS)

Correct Answer: D

#### **QUESTION 2**

The concept of virtual tape can be described as the ability to;

- A. convert LTO to DLT media
- B. move tape data over Ethernet connections
- C. use host software to create logical tape volumes on physical tape media
- D. write logical tape volumes to disk and then transfer the volumes to tape

Correct Answer: D

#### **QUESTION 3**

When an organization is assessing their disaster recovery plans, what is the most critical factor the company should consider?

- A. The availability of a recovery site during the disaster.
- B. The availability of a standby server during the disaster.
- C. The availability and integrity of data after the disaster occurs.
- D. The availability of network communications after the disaster occurs.

Correct Answer: C

#### **QUESTION 4**

A customer wants to finance a purchase of a DS8100 disk system. Where would the business partner go to get



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information on financial offerings?

- A. IBM Lease Plan
- B. IBM Sales Manual
- C. IBM Global Financing home page
- D. IBM Project Financing intranet page

Correct Answer: C

#### **QUESTION 5**

What key strength is included in Total Storage Productivity Center Standard Edition over EMC ControlCenter?

- A. Offering for the SMB market
- B. More storage management features
- C. Integration with systems management products
- D. Total Storage Productivity Center for Replication

Correct Answer: B

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