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QUESTION 1

The storage sales person discusses IBM's strategy with a customer. The customer insists that all aspects are presented within one visit. What is the place the sale person would invite his customer to get all information appropriate to their requirements?

- A. IBM Almaden Research Center
- B. IBM Headquarter Office Armonk, NY
- C. IBM System Storage Executive Briefing Center
- D. IBM System Storage Interoperability Center / Systems Lab

Correct Answer: C

QUESTION 2

Which of the following enhances IBM's Capacity On Demand capabilities by providing information to optimize capacity utilization of file systems and databases?

- A. IBM TotalStorage Productivity Center for Data
- B. IBM TotalStorage Productivity Center for Disk
- C. IBM TotalStorage Productivity Center for Fabric
- D. IBM TotalStorage Productivity Center for Replication

Correct Answer: A

QUESTION 3

A customer has a large installed base of Cisco ethernet switches and routers with a lot of experienced Cisco network administrators. The customer is looking to upgrade their existing Brocade switches. What would be a key reason for recommending Cisco SAN directors over Brocade SAN directors?

- A. Cisco SAN directors have a higher port count
- B. Cisco SAN directors allow for over subscription
- C. Cisco SAN directors are more compact using less power and rack space
- D. Cisco SAN directors and networking devices use the same management interface

Correct Answer: D



QUESTION 4

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 network infrastructure. Which IBM product should be proposed?

- A. N series
- B. DS6000 Storage Systems
- C. DS8000 Storage Systems
- D. SAN Volume Controller

Correct Answer: A

QUESTION 5

According to the Gartner Magic Quadrants, what company leads the industry in enterprise content management?

- A. EMC
- B. Netapp
- C. HDS (Hitachi Data Systems)
- D. IBM (International Business Machines)

Correct Answer: A

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