Exam Code: 000-060

Exam Name: IBM Dynamic Infrastructure Sales Leader

Vendor: IBM

Version: DEMO

Part: A

1: An IT Director for a large manufacturer tells you they cannot afford their existing power and cooling costs. They have already installed lower energy usage servers. Which of the following responses addresses this situation?

A.Power efficient product cost less to purchase and operate

B.Advise them to renegotiate for lower power costs

C.Distribute energy costs through chargebacks

D.Consider power consumption of the data centers major components (i.e. UPS, PDUs, and AC)

Correct Answers: D

2: A brick manufacturing company is currently storing all new and historical data on a disk farm. They are seeking a less costly solution for the long term. They are seeking proposals from IBM and EMC to lower TCO. Which of the following would best address this requirement?

A.Tiered disk and tape with automated data migration

B.Replace older expensive disk with new less expensive drives

C.Implement a tape library for records over six months old

D.Move oldest records to tape when disk reaches 95% of capacity

Correct Answers: A

3: The CFO of a prospect was excited about an IBM virtualization presentation. They do not have a project identified and are searching for a place to start. Which of the following will help this prospective customer?

A.AMS Server Makeover

B.Virtualization briefing for the CEO

C.Scorpion study from Lab Services

D.Design Center whiteboard session

Correct Answers: D

4: A large customer is in process of an energy efficiency conversion. Two customer groups previously controlled separate server farms. These groups are now involved in controversy regarding cost sharing for the centralized servers. The two groups are emotional about cost accounting and are concerned they will be treated unfairly. Which of the following is the appropriate response?

A.Meet with both groups and review the TCO. Point out both groups will reduce their department costs.

B.Meet with both groups and negotiate an agreeable cost sharing model and method for execution

C.Divide cost proportional to previous expenses

D.Review the project documentation and implement that cost sharing model

Correct Answers: B

5: There are several offerings from GTS. Which of the following service family from GTS corresponds most to IBMs energy efficiency offerings?

A.Server Services

B.Site and Facilities

C.End User Services

D.Lab Services

Correct Answers: B

6: It is important to understand the challenges when selling BR solutions. Which of the following obstacles is the most difficult for the Dynamic Infrastructure Sales Leader?

A.Strong competitive BR challenge from HP

B.Lack of prioritization of BR by the CIO

C.New IT Director who is not IBM friendly

D.The complexity of designing enterprise wide disaster recovery solutions

Correct Answers: B

7: The Executive Vice President of a large financial customer is interested in Cool Blue. Which of the following IBM products are part of the Cool Blue product portfolio?

A.IBM Director with Active Energy Manager

Tivoli Provisioning Manager

Tivoli Productivity Center

B.IBM Director with Active Energy Manager

Rear Door Heat Exchanger

Power Architecture

C.Rear Door Heat Exchanger

IBM WAS

Power Architecture

D.IBM Director with Active Energy Manager

Calibrated Vector Cooling

IBM RAD.

Correct Answers: B

8: A finance customer plans to order several new BladeCenter servers to replace distributed Linux servers, and is concerned that the additional heat load may exceed the capacity of the current air-handling system. Which of the following options aid the customer in selecting a solution?

A.Install optional Rear Door Heat eXchanger

B.Facts and Features for each system to identify power requirements

C.Red Books to confirm enough rack space is available for proper airflow

D.IBM Installation Planning Representative

Correct Answers: D

9: A DI prospect has EMC storage installed. The CIO favors EMC, but several of the technical staff are dissatisfied with managing EMC in a mixed environment. Which of the following sales tactics apply to this situation?

A.Present benefits of TPC for fabric

B.Present benefits of DS4000 family

C.Compare SVC to Invista

D.Present weakness of the aging CLARiiON line

Correct Answers: C

10: A prospect plans to deploy hundred of IBM Blades with several operation systems. They plan to virtualize Ethernet address and world wide port names for ease of administration. They are concerned about the labor required. Which of the following addresses this issue?

A.BladeCenter Open Fabric Manager

B.BladeCenter with Virtual Connect

C.Tivoli Productivity Center

D.WebSphere XD

Correct Answers: A

11: SAN Volume Controller virtualizes the storage infrastructure. Which of the following products provides platform management for multiple storage devices

A.Tivoli Storage Manager

B.IBM System Director

C.TotalStorage Productivity Center.

D.Tivoli Monitoring

Correct Answers: C

12: An IBM Encrypting Tape solution is very simple to deploy because of which of the following?

A.The encryption is done within the drive, therefore the process is transparent to the OS, applications, databases, system administrators and end-users.

B.The encryption is done external to the drive, therefore the user can deploy the solution within their existing environment, which provides the benefit of encrypting data without the disruption of inserting specialized appliances or hardware accelerators into their networks.

C.The drive encryption is done with the IBM Crypto Card, therefore, the process is transparent to the OS, applications, databases, system administrators and end-users.

D.The drive encryption is done with the IBM Crypto card, which is consistent technology/methodology as server encryption.

Correct Answers: A

13: The CFO of a z10 customer tells you HP has an equal set of energy efficient products and features compared to IBM. Which of the following responses address this situation?

A.HP does not have consulting services for energy efficiency

B.HP lacks mainframe capabilities

C.IBM servers and storage are more energy efficient

D.HP has no middleware to support energy efficiency

Correct Answers: B

14: An Account Executive is preparing for an initial meeting with a high level customer executive who is impressed with System z technology. The customer executive is very interested in better security and hardening the IT infrastructure. The Account Executive asks for assistance in preparing for this meeting. Which of the following is the best method for the DI Sales Leader to

assist?

A.Create a z10 sales presentation for the Account Executive

B.Provide z10 success stories

C.Attend the meeting for the Account Executive

D.Join the meeting via teleconference at a prescheduled time

Correct Answers: B

15: A large manufacturing company is planning for a project to virtualize and replace about one third of their currently installed servers. The servers unaffected by this project include z10, Linux and Windows servers. Which of the following is the value of having a Virtual Engine platform in this situation?

A.Customers can start with installing the VE Console followed by the VE product of their choice.

B.Customers can gather information about the resources associated with a business service and the relationships between these resources.

C.Customers have a methodical approach to virtualization where they can start where they want and expand consistently.

D.Customers have the ability to access resources through web services using a resource model.

Correct Answers: C

16: It is becoming increasingly important that the energy being used in the data center is closely monitored to allow appropriate action. Which of the following IBM products could a client use to accurately measure and monitor energy consumption of IBM servers?

A.IBM Power Executive

B.Active Energy Manager

C.Tivoli Provisioning Manager

D.Tivoli Green Advisor

Correct Answers: B

17: A customer has expressed a desire to obtain an Energy Efficiency Certificate at the completion of a server consolidation and virtualization project to new energy efficient IBM servers. They ask how they can determine the typical energy consumption. Which of the following meets this need?

A.Active Energy Managers power trend function

B.Compare data center power bill before and after installation

C.Analyze HMC System Activity Display to determine the processors running at high utilization for the period of time measured

D.Multiple the power label rating by a 0.6 derate factor

Correct Answers: A

18: A customers data is growing rapidly, increasing required backup time. Which of the following addresses the situation?

A.Higher capacity tape drives

B.Tivoli Storage Manager (TSM)

C.Assessment with data architect to identify root cause and solutions

D.Dynamic Infrastructure Assessment Workshop

Correct Answers: C

19: A moderate sized regional bank is approximately mid way through deploying a data center project designed to cut energy costs within the data center by 20%. You were awarded the project months ago and genuine friendships have been developed within the teams working on the project because everything has gone very smoothly. The banks key stakeholder assigned to working with you and your team on this project has just excitedly informed you that they have accepted a position as CIO at another bank. Today is the first day of two week notice and the bank has already assigned another employee to take over his responsibilities on this project when they leave.

Which of the following is the sales leaders first reaction to this change?

A.Call the new employer and ask if you can schedule a meeting with the new CIO coming in a couple of weeks during so you can discuss possible new opportunities there.

B.Attempt to schedule a meeting with all key stakeholders involved in the project to insure a smooth transition to his replacement assigned by the bank to the project

C.Schedule a meeting with the bank CFO to offer IBM project management as an additional service and source of revenue

D.Seek signoff on all completed milestones to ensure smooth payment flow

Correct Answers: B

20: Which of the following is a good starting point to initiate a dialog with your client around ways that you can help them solve the issues they are facing with the information explosion?

A.Discuss their environment and requirements, use available IIS assessment tools

B.Demonstrate the advantages and features of the IBM disk product line

C.Articulate the importance of de-duplication to save storage space

D.Share the advantages of tiered storage

Correct Answers: A