Vendor: IBM

Exam Code: 000-122

Exam Name: Power Systems with POWER7 Common Sales Skills -v2

Version: DEMO

QUESTION 1
A Power 740 customer with 4 cores licensed to AIX is planning to add 4 additional cores and a partition for IBM i. They have sized the new IBM i workload at 1.7 cores and AIX will use the other 6.3 cores. What software will be necessary to enable this solution'?

A. PowerVM Standard Edition licensed for 8 cores
   AIX Standard Edition licensed for 7 cores
   IBM i licensed for 2 cores
B. AIX Enterprise Edition licensed for 6 cores
   IBM i licensed for 2 cores
C. PowerVM Express Edition licensed for 8 cores
   AIX Express Edition licensed for 7 cores
   IBM i licensed for 2 cores
D. PowerVM Standard Edition licensed for 8 cores
   AIX Standard licensed for 6.3 cores
   IBM i licensed for 1.7 cores

Answer: A

QUESTION 2
A customer has let their Software Maintenance (SWMA) expire and needs to activate additional processors on their Power 770. What does the customer need to purchase?

A. Additional licenses for the new processors.
B. New licenses for the both the existing and new processors.
C. After License Fee for both the new and the old processors.
D. Additional licenses for the new processors and After License Fee for the existing processors.

Answer: D

QUESTION 3
A sales professional is engaged in a competitive sales situation against a non-IBM solution that is unfamiliar to them. Which resource should be engaged first?

A. CompeteLine
B. Migration Factory
C. TCO analysis tools
D. Pre Sales Advisor tool

Answer: A

QUESTION 4
A customer has several dedicated LPARs. The key application in one LPAR temporarily needs more processing power. How can performance be improved?

A. Mirror the LPAR to a second system
B. Add a second LPAR to the application
C. Change dedicated LPARs to shared LPARs
D. Reduce the number of LPARs on the system

Answer: C

QUESTION 5
Which of the following can be used to provide a basis for proving that Power Systems have a lower cost of ownership than x86 systems?

A. rPerf and CPW measurements
B. Analysis report from the Alinean Tool
C. ISV recommendations and lower IBM financing costs
D. White papers that illustrate IBM's leadership technology

Answer: B

QUESTION 6
An existing IBM customer needs to acquire a new Power Systems server with the following characteristics:

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Must support 12 processor cores
Must accommodate the largest number of adapters in the system unit
Must fit within 4U of existing rack space
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Which of the following should be proposed'?

A. Power 720
B. Power 730
C. Power 740
D. Power 750

Answer: C

QUESTION 7
A customer has very unpredictable short workload increases. Which automated capability of Power 770, 780 and 795 servers would satisfy this need?

A. Trial Capacity on Demand
B. Utility Capacity on Demand
C. Elastic Capacity on Demand
D. Capacity Upgrade on Demand

Answer: B

QUESTION 8
A company has HP and Dell servers installed. The company wants to consolidate all the existing ERP solutions to SAP or to Oracle ERP Suite on a single sewer. An RFP has been issued and must be answered. What key strategy should be considered when answering the REP?

A. Present AME as a significant performance advantage.
B. Consider a three tier approach with Web, application and database on different sewers.
C. Focus on reliability, availability, scalability and I/O bandwidth of Power Systems sewers.

D. Suggest IBM Systems Director VMControl for consolidated management of different applications on Power systems.

Answer: C

QUESTION 9
A customer needs to attach an expansion drawer to the POWER7+ 760. What is required to do this?

A. A GX++ bus adapter
B. A PCIe Gen 2 adapter
C. A VIO Server adapter
D. A Converged Network Adapter (CNA) multifunction card

Answer: A

QUESTION 10
Which software product ships with the Business Intelligence Solution Edition pre-installed and tested on Power 710 through Power 740 servers?

A. SPSS
B. Cognos
C. InfoSphere
D. Business Objects

Answer: B