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IBM 000-083

System x Solution Sales Expert V2

Practice Questions and Answers

By: ExamKiller Inc.

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Session: 62 Questions

Item 1 of 62 Unti...

Mark Time Remaining: 1:17:38

Using the IBM Systems Consolidation Evaluation Tool (Alinean tool), a sales representative gains access to a competitive account struggling with low server utilization and lack of flexibility. The client says, "We really like the solutions you offered, but we need to think about implementing it later when we have more time." Which of the following is the best response to this objection?

- A. Engage the IBM Migration Factory team for a Server Makeover Analysis to further demonstrate the value of virtualization and consolidate
- B. Discuss IBM benchmarks to prove that System x servers deliver top performance and higher utilization levels.
- C. Reinforce the value of the solution, the potential impact on the client's productivity, and ask for the business certified servers
- D. Propose that the solution is deployed in multiple stages over an extended period of time to minimize the initial cost.

Select the best answer.

Answer: C

MarkTime Remaining: 1:16:58 

A client's CIO validates that IBM proposed virtualization/consolidation solution addresses their key pain points. However, the CFO is more concerned with risk mitigation as a result of the new economic environment and has delayed the deal indefinitely.

Which of the following strategies is the best way to address this situation?

- A. Modify the deployment schedule of the solution over an extended period of time to reduce the initial cash outlay.
- B. Gain the CFO's agreement to revisit the solution next quarter and follow-up with an aggressively priced solution.
- C. Present financing options to the CFO showing how to implement the solution while minimizing the monthly cash outlay.
- D. Meet with the CFO to demonstrate the financial impact of the solution to reduce operational expenses and TCO.

Select the best answer.

Answer: C

MarkTime Remaining: 1:16:31 

Which of the following most accurately reflects the purpose of a Technical and Delivery Assessment (TDA)?

- A. A complete business case review with both sales and technical sales teams to validate the proposed IBM solution
- B. Technical SME's collaborate to design the technical specifications of the IBM solution
- C. An initial viability analysis on the customer's capability to implement the IBM solution.
- D. Sales team review of the customer financial health to determine the viability of the IBM solution

Select the best answer.

Answer: C

MarkTime Remaining: 1:16:11 

A customer has reached the cooling limit in his datacenter, but still has room for additional IBM racks and servers. The customer intends to add an IBM Cluster 1350 into an IBM Enterprise rack.

What would you recommend to allow continued growth?

- A. IBM Rear Door Heat exchanger
- B. Active Energy Manager
- C. A larger air-conditioning system
- D. Install additional CRAC

Select the best answer.

Answer: A

MarkTime Remaining: 1:15:53 

Which of the following is used in an IBM BladeCenter to provide cooling?

- A. Fans on each blade
- B. Cool Blue
- C. Blowers
- D. Freon direct expansion valves

Select the best answer.

Answer: C

MarkTime Remaining: 1:15:01 

A customer who needs to combine the power of multiple servers to tackle large and complex workloads, would benefit most from which clustering feature?

- A. High processing capacity
- B. Resource consolidation
- C. Optimal use of resources
- D. 24x7 availability with failover protection

Select the best answer.

Answer: A

MarkTime Remaining: 1:14:43 

A customer tells you, "I want to make sure my servers are healthy and notify me if there is a problem."

Which of the following IBM Systems Director tools can meet this customer's needs?

- A. Update Manager
- B. Common IBM Director Infrastructure Scheduler
- C. Event Action Plans
- D. Real Time Diagnostics

Select the best answer.

Answer: C

MarkTime Remaining: 1:14:20 

In a 4-fan configuration, the blades in bays 1, 2, 5 and 6 are permitted to power on. In a 6-fan configuration, you can populate the blade devices in all of the bays. A single fan failure results in lost redundancy in a fan subsystem. The remaining fans run at maximum RPM for that fan rule. Multiple fan failures result in a failure of the cooling subsystem.

Which of the following IBM competitors is described by the above scenario about cooling fan configuration?

- A. Sun
- B. Dell
- C. HP
- D. Hitachi

Select the best answer.

Answer: C

MarkTime Remaining: 1:14:02 

A large customer has just implemented a new System x based application for their operations. The CIO was just replaced suddenly and has moved to a competitor of this customer.

Which of the following is critical to develop the opportunity at the original company?

- A. Call on the original CIO at the competitor
- B. Ask the original CIO to introduce their replacement
- C. Contact the new CIO to check on satisfaction and new opportunities
- D. Ask the original CIO to refer you to other companies.

Select the best answer.

Answer: C

MarkTime Remaining: 1:13:47 

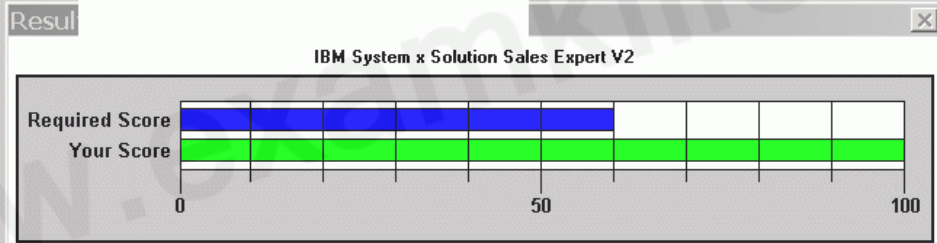
A customer wants to run vSphere on an x3950 M2 with a large number of virtual machines running Windows 2008 Server at a DR site for the production environment.

Which would be the most important question to ask concerning the memory configuration?

- A. What version of vSphere server is being considered?
- B. Do the systems currently use DDR memory?
- C. What is the total number of processors installed in the production systems?
- D. What is the total amount of memory currently being used across all the production systems?

Select the best answer.

Answer: D



Section Scores for IBM System x Solution Sales Expert V2

Section Title	0	100	Score
Gathering Customer Requirements	<input type="checkbox"/>	<input type="checkbox"/>	100
Value Proposition	<input type="checkbox"/>	<input type="checkbox"/>	100
Systems Management	<input type="checkbox"/>	<input type="checkbox"/>	100
Dynamic Infrastructure	<input type="checkbox"/>	<input type="checkbox"/>	100
Application Solution Selling	<input type="checkbox"/>	<input type="checkbox"/>	100
Create Comprehensive Solution	<input type="checkbox"/>	<input type="checkbox"/>	100
Work with Customer on Follow On Opportunities	<input type="checkbox"/>	<input type="checkbox"/>	100

Buttons: Exit, Help, OK, Help