



IBM

C4030-670

xSeries Sales V2

- C. IA-64 Processors
- D. Processor density
- E. Use of intel Xeon Processors

Answer: B, C

QUESTION: 131

A distribution industry customer recently acquired one of its competitors. During a meeting with the xSeries Sales Specialist, the customer explains that the recently acquired company purchased 14 IBM eServer x235 servers thirty days ago. Unfortunately, these servers will not work well in their rack-based data center, since the servers are tower boxes. Which of the following should the Sales Specialist do?

- A. Propose an IBM eServer BladeCenter solution to maximize their rack density
- B. Propose IBM eServer x345s since they have similar specifications to the IBM eServer x235
- C. Propose tower-to-rack conversion kits for the IBM eServer x235 to mount the server in their existing racks
- D. Propose that the customer request to return the IBM eServer x235s since the machines are not very old

Answer: C

QUESTION: 132

A customer named Your Company believes that all intel-based server products are essentially equivalent. As such, their main consideration for vendor selection would be lowest initial purchase price. Given the customer's position, which of the following should the xSeries Sales Specialist consider as a key competitor and highlight in a sales strategy?

- A. Dell; emphasize the similarity of the products, but that IBM can beat them on initial purchase price.
- B. Dell; emphasize the advantages of X-Architecture, TCO advantages due to System Management benefits, and multiple routes to market.
- C. HPQ; emphasize the similarity of the products, but that IBM can beat them on initial purchase price.
- D. HPQ; emphasize that IBM has better products, that IBM Director is superior to insight Manager.

Answer: B

QUESTION: 133

A customer named Your Company has a policy of refreshing their servers every five years. Their key financial decision maker is looking to cut the cost of running their servers. Which of

the following arguments can the xSeries Sales Specialist present to convince the customer to purchase IBM?

- A. There is a lower total cost of ownership with IBM servers.
- B. A special bid process can be used to lower the cost of IBM servers.
- C. Server options for IBM servers have lower selling prices than competitors.
- D. An IBM eServer zSeries purchase will allow a customer to significantly increase server lifecycle.

Answer: A

QUESTION: 134

When configuring an IBM NetBAY Enterpriserack, which of the following would be difficult to find as a standard feature?

- A. Glass front door
- B. Stabilizer brackets
- C. Lockable doors and side panels
- D. Marriage kits on expansion racks
- E. Side panels on stand-alone racks

Answer: A

QUESTION: 135

A retail customer requires a server with 300 GB of internal disk storage at the lowest possible price point for storage. Which of the following servers should the xSeries Sales Specialist recommend?

- A. IBM eServer x205
- B. IBM eServer x225
- C. IBM eServerx305
- D. IBM eServer x345

Answer: A

QUESTION: 136

A customer named Your Company currently runs xcat on a small test bed and wants to migrate to CSM. The customer is also looking for a pre-packaged hardware platform to run their CSM cluster. Which of the following will meet the customer's criteria?

- A. IBM eServer 325
- B. IBM eServer 1350

- C. IBM eServer 335
- D. IBM eServer BladeCenter

Answer: B

QUESTION: 137

Which of the following should be the primary focus of a proposal for a Server Consolidation solution to be delivered after an IBM Server Consolidation study?

- A. Scale up versus Scale out
- B. Lower price than competition
- C. VMware technology versus distributed environment
- D. Proposal meets pre-defined measurable objectives

Answer: D

QUESTION: 138

Which TWO of the following Network Operating Systems are supported on IBM eServer x Series server through the IBM ServerProven program?

- A. AIX 5L
- B. FreeBSD
- C. PolyServe
- D. VMware ESX Server 2.0
- E. Microsoft Windows Server 2003 Enterprise Edition

Answer: B, C

QUESTION: 139

A customer named Your Company plans to migrate several businesscritical applications to Linux and considers purchasing an IBM eServer BladeCenter solution. The customer is concerned about being locked into an all-IBM solution, hindering the ability to take advantage of future technologies. Which of the following topics should the xSeries Specialist discuss with the customer?

- A. IBM ServerProven Program
- B. IBM Solution Partnership Centers
- C. IBM BladeCenter Alliance Program
- D. IBM Linux Center of Competencies

Answer: C

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