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IBM

C4040-122

Power Systems with POWER7 Common Sales Skills -v2

QUESTION 64
Which energy management capabilities of Power Systems will help a government customer that needs to reduce energy usage by 10%?

A. POWEP7 servers are Energy Star certified, and consume at least 10% less energy than POWEP6 servers.
B. Optional features monitor the system, dynamically deactivate what is not required, and report on energy consumed.
C. The HMC monitors system features, enabling the customer to deactivate components based on energy usage reporting.
C D. Intelligent Power Distribution Units can be ordered to support different energy consumption requirements set by the customer.

Correct Answer B

QUESTION 65
Which of the following statements about Elastic (On/Off) Capacity on Demand (COD) is true?

A. It can only be used for non-production workloads.
B. It provides reserved processor pools for inactive cores.
C. It provides on/off memory days for every processor ordered.
D. It is included without charge on Power 770, 780, or 795 orders.

Correct Answer C

QUESTION 66
Which of the following key element should be included in an executive summary?

A. A mini-business case
B. Three years TOO and key milestones
C. How the proposal addresses stated business requirements
D. Acquisition cost, the installation time-line, and services provided

Correct Answer C

QUESTION 67
Which of the following describes a key business benefit that Systems Director VMControl can provide to a

customer with multiple Power Systems servers?

A. Offers an easy-to-use web-based interlace with a point and click tool to manage LPARs from a single screen.
B. Provides an industry-standard tool with the flexibility to address multiple systems in a network as though they were a single machine.
C. Reduces the total cost of ownership in a virtual environment by decreasing management costs and improving utilization across the network.
C D. Provides a simple interlace where business goals and policies can be used to determine infrastructure virtualization and performance metrics.

Correct Answer C

QUESTION 68
A customer has limited rack space but needs a PCI-X card to be included in the base configuration. Which system would satisfy this request?

A. POWFR7 720
B. POWER7 730
C. POWER7 740
D. POWER7 750

Correct Answer D

QUESTION 69
Due to changes in management structure, a Power customer is questioning the cost effectiveness of Power Systems servers as compared to HP ProLiant servers.

Which response addresses the issue?

A. Power Systems servers typically have a lower software cost.
B. Power Systems servers typically have a lower environmental cost.
C. Power Systems servers typically have a lower total cost of ownership.
D. Power Systems servers typically have a lower total cost of acquisition.

Correct Answer C

QUESTION 70
Which product will enable higher quality services and improved security capabilities for a customer with an AIX environment?

A. PowerSC
B. AIX Security Advisor
C. PowerVM Encryption
D. Cryptographic Coprocessors

Correct Answer A

QUESTION 71
Which statement describes how Active Memory Mirroring contributes to RAS?

A. Corrects multiple single-bit errors to keep memory from failing
B. Disables failed memory from the system configuration at startup
C. Protects the hypervisor code and its components from a memory failure
D. Detects and reports memory errors that might be developing before they cause a outage

Correct Answer C

QUESTION 72
A prospective customer is considering a Dell x86 server running Windows, VMware, and WebSphere versus a Power System running IBM i, AIX, PowerVM and WebSphere.

Which value proposition favors IBM in this situation?

A. Running an all IBM solution guarantees the highest performance.
B. When ordering all the components from IBM, a significant package discount is applied.
C. IBM can provide the entire hardware and software stack and is a single source for support if needed.
D. All the components are provided by IBM and are available in a single, integrated, pre- installed package.

Correct Answer C

QUESTION 73
Why is a Power System 760 an excellent platform for server consolidation?

A. Reduces costs since the Power 760 includes PowerCare vouchers.
B. Supports more virtual machines per unit of rack space than other servers.
C. Growth can be obtained using the processor and memory CUoD features.
D. Improves efficiency by combining workloads onto a server capable of scaling to 64 cores

Correct Answer B

QUESTION 74
What is the value of a pre-implementation Technical Delivery Assessment for a customer?

A. The assessment is performed by IBM Lab Services to ensure solution design quality.
B. The assessment ensures that system administration requirements are consistent with customer expectations.
C. The assessment maximizes customer satisfaction by creating a checklist of actions designed to reduce risk.
D. The assessment creates a report detailing the education and services needed to ensure maximum system performance.

Correct Answer C

QUESTION 75
A prospect has 10 Dell servers with Microsoft Windows and SQL Server installed. They plan to move to Power Systems with DB2 and have asked for guidance on how their applications might be ported.

How can the IBM Migration Factory provide support?

A. Provide a benchmark system to stress, tune and test the application to be moved
B. Provide head-to-head sizing comparison data and detailed analyses of competitive weaknesses
C. Deliver a preliminary analysis, a detailed assessment, a plan with estimated costs, and deployment and testing
D. Provide on-site training and sPass transfer to enable the customer to convert their applications to Power Systems.

Correct Answer C

QUESTION 76
When comparing PowerVM to VMware, what differentiating statement can be made?

A. PowerVM supports direct attached storage where VMware cannot.
B. PowerVM can share processor resources between partitions where VMware cannot.
C. PowerVM has Live Partition Mobility where VMware can only move stopped partitions.
D. PowerVM has dual VIO Servers where VMware has only a single I/O virtualization module.

Correct Answer D

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