



IBM 000-331

Exam Name: Power Systems Sales for AIX and Linux

Q & A : 61 Q&As

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Exam : IBM 000-331

Title : Power Systems Sales for AIX and Linux

1. A distribution company is running Oracle 9i and Solaris 8 on a Sun E10K. The prospect wants to upgrade their technology and lower their TCO. Which of the following is the first thing the sales representative should do to move them to a POWER6 solution?

- A. Conduct an Oracle SAR.
- B. Offer a proof of concept system
- C. Engage the IBM Migration Factory team.
- D. Determine if funding and skills are available.

Answer: D

2. A Power Systems sales representative has a meeting with the I/S Director of a large company with twenty HP Superdomes systems.

They plan to move their applications to IBM POWER6 servers and have ample budget. Which of the following is key for the sales representative to identify?

- A. Space requirements
- B. Software requirements
- C. POWER6 energy requirements
- D. Project timing requirements

Answer: B

3. A customer is concerned that if several systems are consolidated on a single Power Systems server, the administration costs will not go down. Which virtualization feature should be discussed to minimize this concern?

- A. Virtual LAN (VLAN)
- B. Virtual I/O Server (VIOS)
- C. Dynamic Logical Partition (DLPAR)
- D. Simultaneous Multi-threading (SMT)

Answer: C

4. A customer requires the maximum memory per processor on a Power Blade that supports partition mobility. Which Blade server meets these requirements?

- A. JS12
- B. JS20
- C. JS21
- D. JS22

Answer: A

5. A customer plans to consolidate several web applications whose workloads change frequently. Upper management is very concerned about data security between applications but is very cost conscious. Which of the following will best meet their requirements?

- A. IVM
- B. VIOS
- C. DLPAR
- D. Partition Mobility

Answer: C

6. A customer with several older pSeries servers plans to consolidate to a single Power Systems server. Which of the following tools can provide output that can be merged with Work Load Estimator to size the upgrade based on utilization and growth trends?

- A. Insight Manager
- B. System Planning Tool
- C. Tivoli Capacity Planner
- D. Electronic Service Agent

Answer: B

7. A Power Systems sales representative has a meeting with the CIO of a telecommunications company. They have twenty POWER4 systems now. They have ample budget for the new POWER6 systems. They want to move very quickly into virtualization and are anxious to order additional servers. The customer must be in production within 90 days. Which of the following is the key challenge for this opportunity?

- A. Adequate funding
- B. Business problem
- C. Project management
- D. Software requirements

Answer: C

8. Which of the following properly describes the 4-port Ethernet PCI adapter card used in IBM Power Systems servers?

- A. A single physical connection with four virtual MAC addresses
- B. The four Ethernet connections on the card share a common PCI bus.
- C. A single connection provides the virtual bandwidth of four Ethernet cards
- D. Four separate LPARs can each use a port on the 4-port Ethernet PCI adapter card.

Answer: B

9. A POWER6 server customer plans to implement 2 micro partitions (one Linux, one AIX) to be managed by an existing HMC on a 520 server. Which of the following is the minimum version of PowerVM Editions to meet this need?

- A. Entry
- B. Express

- C. Standard
- D. Enterprise

Answer: C

10. A Power Systems sales representative has had several meetings with the CIO of a large company. They have a mixture of SUN and IBM servers now. The CEO has a long term relationship with the SUN representative. They have ample budget to refresh all the systems. Which of the following is key for the sales representative to identify?

- A. Business problem
- B. Software requirements
- C. Decision-maker and process
- D. Project timing requirements

Answer: C

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