



IBM Storage Sales Exam

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QUESTION 1

Which type of virtualization is provided by the SAN Volume Controller (SVC)?

- A. In band
- B. Out of band
- C. Host based Software virtualization
- D. Hardware virtualization within the storage subsystem controller

Correct Answer: A

QUESTION 2

Which of the following is an advantage of the Sun StorageTek SL8500 over the IBM TS3500?

- A. It provides the best access time
- B. It has no single point of failure
- C. It supports the mainframe and UNIX environments
- D. It provides a higher maximum number of cartridge slots

Correct Answer: D

QUESTION 3

A customer has SCSI attached storage for their Windows servers. The customer is allocating money in next year\\'s budget for additional SCSI attached storage. What question should be asked to determine the proper Storage solution to propose?

- A. What backup solution are you using?
- B. How many people manage your servers?
- C. Have you looked at IBM SCSI solutions?
- D. Would you consider a single storage pool?

Correct Answer: D

QUESTION 4

Which IBM resource should be used to validate the results from a Disk Magic study PRIOR to presenting the final storage solution and pricing to a client?



- A. IBM Client Representative
- B. IBM Storage Sales Specialist
- C. IBM CompeteLine Representative
- D. IBM Field Technical Storage Specialist (Pre-Sales)

Correct Answer: D

QUESTION 5

The customer has an existing SAN for their AIX servers and they want to add their Windows servers. What would be the lowest cost solution to utilize the existing SAN storage pool while adding the Windows servers?

- A. IBM Cisco MDS 9513
- B. IBM System Storage N3700
- C. IBM System Storage DS5300
- D. IBM System Storage N5300 Gateway

Correct Answer: D

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