



Power Systems with POWER8 Sales Skills V1

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### **QUESTION 1**

You are proposing a PowerHA solution to your customer who wants installation assistance. What resource can be proposed to perform the installation?

- A. IBM Development team
- B. Advanced Technical Support
- C. Lab Services
- D. Local Field Technical Sales Support
- Correct Answer: C

Reference: http://www.redbooks.ibm.com/redbooks/pdfs/sg248167.pdf

#### **QUESTION 2**

Which resource is used to determine if an adapter can move from the 570 to the S824?

- A. Workload Estimator
- B. Sales Manual
- C. Alinean Tool
- D. Fix Central
- Correct Answer: B

The sales manual provides details and resource that can help determine if the technican can move an adapter on 570 to IBM S824. The compatibility matrix helps in determining the choice and the transfer of hardware from one model to

another.

Reference:

http://www-01.ibm.com/common/ssi/ShowDoc.wss?

docURL=/common/ssi/rep\_sm/2/760/ENUS8286-\_h02/index.htmlandlang=enandrequest\_locale=en

#### **QUESTION 3**

Why is OpenPOWER strategically important for Power Systems customers?

- A. To support IBM i solutions for hybrid clouds
- B. To help integrate IBM Cloud with OpenStack for private cloud.
- C. To collaborate with companies and develop new Power solutions



D. To enable community development of AIX and PowerVM.

#### Correct Answer: A

Explanation: The connection between the OpenPower Alliance and IBM iis more indirect than direct, but do not miscalculate the significance of OpenPower, IBM\\'s most critical, most ambitious, and most risky strategic move of the 21st century. Although this is all about scale out Linux, the cloud market, and attacking Intel, the IBM i community should be watching closely. It is a business model shift for the Power brand. From a hardware perspective, this is a trip to another galaxy.

Reference: http://www-03.ibm.com/systems/power/

### **QUESTION 4**

A customer needing an analytics solution is comparing POWER8 with x86 servers for their infrastructure. What makes Power Systems a better value than the x86solution?

- A. More supported analytic solutions providing more choices
- B. Higher performance and faster response times
- C. Greater storage capacity with encrypted data.
- D. Stronger encryption capabilities and proprietary analytics algorithms

Correct Answer: B

X86 solutions cannot provide high performance and faster response times during to their architecture. Power8 processor is much faster and provide consistent performance throughout the service lifecycle.

#### **QUESTION 5**

A customer is migrating from a POWER6 570 to a POWER8 S824. Which technology will have to be replaced?

A. FCoE

B. SAS

C. Fibre Channel

D. SCSI

Correct Answer: D

Reference:

http://www-01.ibm.com/common/ssi/cgi-bin/ssialias?

infotype=ddandsubtype=smandappname=pseriesandhtmlfid=897/ENUS9117-\_h02

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