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QUESTION & ANSWER

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**Exam** : **000-780**

**Title** : IBM PureFlex System Sales V1

**Version** : Demo

1.A PureFlex sales professional needs to select the best PureFlex Fibre Channel switch and mezzanine card options for connecting a new PureFlex solution to an existing SAN and storage system. Which of the following are the best two resources for this need?
A. Techline or Distributor
B. Competeline or Supportline
C. Briefing Center or Competeline
D. Distributor or Supportline
**Answer:** A

2.A customer is looking to deploy applications quickly and more consistently for their user community. Faster time-to-value of the applications takes out the manual steps and automating delivery. Which attribute of the PureFlex address this requirement.?
A. Agility
B. Control
C. Efficiency
D. Simplicity
**Answer:** A

3.A customer needs an infrastructure for AIX and Windows application servers with supporting storage and networking. The customer is not concerned about high availability. Which of the following is the minimal solution that meets this need?
A. PureFlex Express
B. PureFlex Standard
C. PureFlex Enterprise
D. Flex BTO
**Answer:** A

4.Which of the following PureFlex attributes leverages the expertise and best practices from the industry to intelligently tune and manage environments and leverages cloud while ensuring mission critical reliability?
A. Agility
B. Control
C. Efficiency
D. Simplicity
**Answer:** B

5.A customer is preparing to move their data and applications to a cloud environment. They are going to use a provider's servers, storage and network resources, but will continue to manage the environment themselves. This is an example of which of the following?
A. Storage as a Service
B. Software as a Service
C. Infrastructure as a Service
D. Business Process as a Service
**Answer:** C

6.Which of the following IT infrastructure offerings includes integrated server, storage, and network hardware and systems management software in a single vendor design?
A. IBM PureFlex
B. Cisco UCS
C. VCE Vblock
D. NetApp FlexPod
**Answer:** A

7.A prospect is considering a single chassis PureFlex. Which of the following business pressures could be reduced with the installation of PureFlex?
A. Reduce cost management of zBX, System x, and Power servers
B. Employing more cost effective open products
C. Deploying applications faster for quicker time to market
D. Top of Rack (TOR) Switches flattens the network to reduce management costs
**Answer:** C

8.Which of the following tools is used to build the configuration for list pricing?
A. eConfig
B. Disk Magic
C. Server Proven
D. Capacity Magic
**Answer:** A

9.A customer technical group is discussing PureFlex with the business partner specialist. The technical group has done some reading about PureFlex and believes many hyperviosrs are supported. Which of the following hypervisors are supported on PureFlex?
A. zVM, VMware, and Hyper-V
B. KVM, Hyper-V, and PowerVM
C. KVM, zVM, and PowerVM
D. PowerVM, OVM, and XEN
**Answer:** B

10.A certified PureFlex business partner sales specialist is dealing with a prospective customer for a PureFlex where both x86 and Power nodes are required. Another business partner has provided this prospect a Flex BTO configuration. The prospect will not share the Flex BTO configuration information with the certified business partner. Which of the following should the certified Specialist emphasize with this prospect?
A. The Flex BTO configuration cannot contain or be upgraded to include the Power node.
B. The Flex BTO configuration will require a storage node or external storage
C. The Flex BTO configuration requires business partner certification
D. The Flex BTO configuration cannot contain an x86 node
**Answer:** A