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Exam : **000-963**

Title : Storage Sales for N series Version 1

Version : DEMO

1. A customer needs a cost-effective RAID implementation for an N5600. What is the appropriate RAID level?

A. RAID 5

B. RAID 4

C. RAID 3

D. RAID DP
Answer: B

2. A customer's database has been corrupted. The customer is using N series and is following data protection recommendations. Which tool is used to quickly recover the data to its previous state?

A. SnapVault

B. SyncMirror

C. SnapRestore

D. SnapManager
Answer: C

3. What is the primary difference between SnapLock Compliance and SnapLock Enterprise?

A. SnapLock Compliance and SnapLock Enterprise are licensed differently but provide the same features.

B. SnapLock Compliance is tiered for data sets below 50TB, while SnapLock Enterprise is designed primarily for large enterprise environments over 50TB of protected data.

C. SnapLock Enterprise is designed to help organizations address strict records-retention regulations, such as SEC Rule 17a-4, HIPAA and Sarbanes-Oxley. SnapLock Compliance allows defining retention best practices, while allowing administrators to delete entire SnapLock Compliance volumes when needed.

D. SnapLock Compliance is designed to help organizations address strict records-retention regulations, such as SEC Rule 17a-4, HIPAA and Sarbanes-Oxley. SnapLock Enterprise allows defining retention best practices, while allowing administrators to delete entire SnapLock Enterprise volumes when needed.
Answer: D

4. A customer requires 500GB on an N5600 to be backed up in an hour. Encryption is required. What is the least expensive solution that meets the customer's requirements?

A. a TS3200 with two LTO4 SCSI drives

B. a TS3400 with two Enterprise drives

C. a TS3100 with two fibre LTO4 drives D. a TS3500 with two fibre LTO4 drives
Answer: B

5. Which software feature is used as part of a Business Continuity strategy?

A. iSCSI

B. FlexVol

C. SnapMirror

D. CIFS Protocol
Answer: C

6. Which software feature is used to recover a file that has been corrupted?

A. iSCSI

B. FlexVol

C. FilerView

D. SnapRestore
Answer: D

7. A Business Partner has received a lead for an N series solution. The sales representative has learned that this is the first opportunity for an N series solution for this customer. Best practices would have the sales representative include which item as part of the priced proposal for a new customer?

A. financing alternatives

B. implementation services

C. IBM hardware maintenance

D. IBM software maintenance
Answer: B

8. What is the main advantage of RAID-DP over RAID 5?

A. RAID-DP uses SATA and FC drives.

B. RAID-DP can support a double disk drive failure.

C. RAID-DP can support a triple disk drive failure.

D. RAID-DP uses less physical drives than any other RAID.
Answer: B

9. A customer needs the ability to save data as read-only and un-erasable for a specified period of time. Which feature provides this capability?

A. SnapVault

B. SnapLock Enterprise

C. SnapLock Compliance

D. LockVault Enterprise
Answer: C

10. The elimination of redundant data is managed by which feature?

A. Data De-Duplication Manager

B. Advanced De-Duplication Manager

C. Advanced Single Instance Storage

D. Advanced Information Management System
Answer: C

11. What are the five steps in IBM's Project Green plan?

A. Diagnose, Build, Virtualize, Manage, Cool

B. Predict, Build, Consolidate, Manage, Cool

C. Diagnose, Build, Consolidate, Manage, Cool

D. Predict, Diagnose, Virtualize, Manage, Cool
Answer:A

12. A customer wants to evaluate instant restores on an N series. Which facility could a Business Partner utilize to show the customer this functionality?

A. IBM Palisades Conference Center

B. IBM Solution Development Center

C. IBM Executive Business Institute

D. Business Partner Innovation Center
Answer: D

13. Which RAID level supports disk mirroring on an n3700?

A. RAID 4

B. RAID 10

C. RAID DP

D. None. Disk mirroring is not supported on N series.
Answer: D

14. Within the Information Lifecycle Management strategy, under which storage tier should a customer categorize the production database volumes?

A. Offline

B. Archive

C. Primary

D. Near-line
Answer: C

15. Which competitor claims to have the most scalability in terms of native capacity?

A. HP

B. HDS

C. EMC

D. Dell
Answer: B

16. A customer has a requirement that states that old data must be destroyed according to government specifications. Which feature would give the customer that capability?

A. SnapWipe

B. VolDelete

C. SnapErase

D. Disk Sanitization
Answer: D

17. A customer has an existing N3700-A20 that was purchased in August 2006. The customer is purchasing two more SnapManager for SQL licenses. What is the warranty term for the new software?

A. There is no included support.

B. the same as the installed N3700-A20 C. 3 years, starting on date of delivery

D. 1 year, starting on date of delivery, unless upgraded
Answer: B

18. An IBM Premier Business Partner is preparing a proposal to a customer that includes a wide variety of servers and storage. Which group should an IBM Premier Business Partner contact to help design the solution?

A. Techline

B. IBM CompeteLine

C. Advanced Technical Support

D. IBM Field Technical Support Specialists
Answer:A

19. Which competitor claims the ability to add NAS functionality to their block-level storage product?

A. HP

B. Sun

C. EMC

D. HDS
Answer: D

20. A customer needs 50TBs of disk for a mission-critical SQL Server database. The customer would like to utilize an existing fibre SAN. Which solution should a salesperson propose?

A. an N3700 with FCP and EXN4000 expansion shelves

B. an N5300 with FCP and EXN4000 expansion shelves

C. an N5300 with iSCSI and EXN4000 expansion shelves

D. an N5200 with FCP licensed and EXN1000 expansion shelves
Answer: B

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