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QUESTION & ANSWER

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Exam : **C4120-782**

Title : IBM PureFlex Systems Sales V2

Version : DEMO

1.A customer wants to purchase a PureFlex Power solution and has the need to load software onto the nodes via a DVD.What option does the customer have to satisfy this need?
A.USB DVD device
B.DVD-ROM SAS/SATA device
C.Each node has an integrated DVD
D.Chassis comes with an integrated DVD
Answer: A

2.Which of the following best describes PureFlex?
A.An integrated infrastructure with automation and optimization expertise.
B.An integrated non-virtualized solution of server, storage and networking.
C.An integrated solution of any current IBM servers, storage and networking components.
D.A set of independently sold components comprising server, storage and networking, integrated on site.
Answer: A

3.A current HP customer is running Oracle and WebLogic solution which requires eleven four-socket x86 servers.This will be replicated in over one hundred remote geographic locations.Major concerns are growth, TCO, and the ease and speed of deployment.The customer will have to take any final solution to the CEO and the Board of Directors.Which of the following approaches will best position a PureSystem solution?
A.PureApplication speed of deployment
B.FSM with an x86 optimized rack solution
C.PureFlex management and speed of deployment
D.PureData as a centralized database supporting all remote locations
Answer: C

4.A banking customer is considering implementing PureFlex as part of their long term data center initiative.Which of the following is a benefit of PureFlex?
A.Provides integrated security by default
B.Provides rapid deployment of virtual machines
C.Meets examiner or auditor regulatory requirements
D.Provides complete data center management for PureFlex and non-PureFlex devices
Answer: B

5.A PureFlex customer has multiple types of spinning drives and solid state drives (SSD).Which of the following PureFlex features enables efficient utilization and optimized performance?
A.Easy Tier
B.FlashCopy
C.Global Mirror
D.Storage Virtualization
Answer: A

6.A customer technical group is discussing PureFlex with the business partner specialist.The technical group has done some reading about PureFlex and believes many hypervisors are supported.Which of the

following hypervisors are supported on PureFlex?
A.PowerVM, OVM, VMware, and XEN
B.VMware, KVM, OVM, and PowerVM
C.XEN, VMware, PowerVM, and Hyper-V
D.KVM, Hyper-V, VMware, and PowerVM
Answer: D

7.A CIO informs you that he has been tasked with bringing on a new line of business that will be growing quickly.The applications for this new business must be kept separate from the rest of the infrastructure but he wants to exploit the existing shared storage environment investment.Additionally, no new IT staff have been budgeted to handle this new load and it must be quickly implemented.Which PureFlex solution benefits best address this customer needs?best address this customer? needs?
A.Flex Systems provides and manages POWER and x86 servers as well as integrated storage and Cisco networking from a single interface.
B.SmartCloud Enterprise+ provides a rapid deployment, secure, managed operations environment alleviating the need for additional staff.
C.PureFlex is delivered pre-integrated and ready for automated functions including rapid application deployment and platform scaling with an
integrated management appliance.
D.PureFlex comes prebuilt in a few select configurations designed to meet your needs.It provides simplified management, virtualization and
integrated WAS (WebSphere Application Server) to speed deployment and reduce operational costs, provides a single management portal.
Answer: C

8.A customer wants to position an IBM solution against solutions from other vendors.Which of the following resources meet this need?
A.WLE
B.SSCT
C.ServerProven
D.Competitive Sales Tool
Answer: D

9.A technical specialist requires additional post sale implementation support beyond what is contained in a PureFlex Enterprise foundation.Which of the following will provide the additional implementation support?
A.Engage ATS
B.Engage local CTS
C.Purchase a Lab Services contract
D.Convert the order to a Flex System
Answer: C

10.A prospect is considering a single chassis PureFlex integrated solution.Which of the following business pressures could be reduced with the installation of PureFlex?

A.Lowest cost implementation of open products
B.Deploying applications faster for quicker time to market
C.Reduce cost management of zBX, System x, and Power servers
D.Top of Rack (TOR) Switches flattens the network to reduce management costs
Answer: B