

## 000-229 IBM certifications III IBM IBM System p Solution Sales

**Practice Exam:** 000-229 Exams

**Exam Number/Code:** 000-229

**Exam Name:** IBM System p Solution Sales

**Questions and Answers:** 128 Q&As

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Title : IBM System p Solution Sales

1. A customer in the travel industry has seen tremendous growth in their application which currently resides on a p5-550 server. They think they are nearing capacity. They are considering a replacement and are concerned with scalability. Which of the following models should the sales rep recommend?

- A. 16 core System p5 570
- B. 8 core System p5 550Q
- C. 8 core System p5 570 with 8 processors on demand
- D. 4 core System p5 570 with 12 processors on demand

Answer: D

2. A customer tells the sales representative that due to budgetary cuts, they must now combine several systems into one system with minimal cost outlay. The customer wants to purchase an IBM System p5 520 with three partitions. Which IBM capability will be needed to accomplish this consolidation for the least cost?

- A. DLPAR using internal disks for hardware isolation
- B. DLPAR using two D20 drawers for partition isolation
- C. APV (Advanced Power Virtualization) and a HMC (Hardware Management Console)
- D. APV (Advanced Power Virtualization) with IVM (Integrated Virtualization Manager)

Answer: D

3. Which of the following is an advantage of the HMC over the IVM?

- A. The HMC uses the Hypervisor.
- B. The HMC can manage multiple systems.
- C. The HMC requires less system administration.
- D. The HMC has a lower total cost of ownership (TCO).

Answer: B

4. A customer wants a UNIX solution and is considering HP and IBM. They have a number of applications and are considering virtualization. What should the System p specialist highlight to put IBM's virtualization strategy in a favorable position?

- A. HP supports only hardware partitions with Itanium.
- B. IBM can support more partitions per processor than HP.
- C. HP virtualization strategy only supports HP-UX on PA-RISC.
- D. HP-UX must reboot if you change memory size in a partition.

Answer: D

5. Which of the following describes the meaning of Customer Replaceable Unit (CRU)?

- A. The customer is responsible for replacing selected components.
- B. The customer is responsible for returning the server to IBM for replacement.
- C. The customer is responsible for scheduling the service representative for repair.
- D. The customer is responsible for taking the server into an IBM approved repair center.

Answer: A

6. A company requires a low-cost system to run both Linux and AIX 5L applications with four disk drives. Which of the following System p servers satisfies the requirement?

- A.p5-520 2-core
- B.p5-185 2-core
- C.p5-505 with VIO Server
- D.p5-185 with VIO Server

Answer: A

7. A customer currently has an 8-core p650 server that is nearing capacity. In the next three years, the transaction processing requirements will nearly double. Even though there is a limited budget, they need a new server now. Which of the following is the lowest-cost option that would satisfy the requirements?

- A.System p5 510
- B.System p5 560Q
- C.System p5 550Q
- D.System p5 570 Express

Answer: C

8. A prospect would like to migrate and consolidate applications from Sun servers to a new System p enterprise server. The applications are growing and will double in needed capacity within one year. The prospect's budget will be significantly reduced next year. The current budget does NOT cover next year's capacity. Which of the following should the System p sales rep recommend?

- A.Purchase a System p server large enough for future growth.
- B.Use CPU and memory CoD options with activation costs next year.
- C.Implement VIOS to reduce the number of required servers and lower software costs.
- D.Utilize the excess hardware capacity required during conversion from Solaris to AIX 5L.

Answer: B

9. An insurance company wants to replace their System p5 server. The claims department anticipates occasional short-term, temporary increases in their transactions due to natural disasters. Which of the following System p5 servers would meet this requirement?

- A.p5-560 with Trial CoD
- B.p5-570 with On/Off CoD
- C.p5-570 with Permanent CUoD
- D.p5-560 with Capacity Back Up

Answer: B

10. A manufacturing customer has requested a quote on a specific System p server. The president of the company mentioned that a friend has the exact configuration running successfully in an automobile parts business. Which of the following should the sales rep do next?

- A.Request to meet with all user departments.
- B.Discuss the growth requirements with the prospect.
- C.Discuss the application with the manufacturing prospect.
- D.Contact the auto parts owner to discuss the configuration.

Answer: C

11. A company plans to consolidate their applications from multiple p650 servers to a single System p server with LPARs. Which of the following is the most critical issue for this plan?

- A.What level of AIX is on the p650 servers?
- B.What is the LPAR experience of the staff?
- C.What are the rPERF ratings for the p650 servers?
- D.What is the total number of I/O adapters required?

Answer: A

12. A customer is considering replacement of their POWER4 server. They do not believe a replacement would be less costly than using a fully paid asset. Which of the following factors in POWER5 are relevant in convincing them

otherwise?

- A.Application costs, AIX 5L SWMA, and floor space
- B.Power, cooling, 24 x 7 support, and application costs
- C.AIX 5L administration, hardware maintenance, and Oracle costs
- D.Floor space, power and cooling, AIX 5L SWMA, and hardware maintenance

Answer: D

13. A potential customer plans to use a System p5 server or servers for compute-intensive genetic research. Which of the following should be considered?

- A.One or more System p5 575 servers
- B.A cluster of System p5 550 servers
- C.A network of IntelliStation POWER 185 units
- D.A large network of System p5 185 servers

Answer: A

14. A prospective customer sent a request for proposal for consolidating more than one dozen Windows NT servers. Which of the following is the first response the sales rep should make?

- A.Prepare an IBM BladeCenter JS21 proposal.
- B.Request a budget figure from the prospect.
- C.Request a meeting with the decision-making group.
- D.Deliver an IBM server consolidation excellence presentation.

Answer: C

15. A large company has several underutilized servers and is considering options to consolidate. This business has many large database servers, application servers, and a test and development environment. Which of the following directly impacts the financial justification for this plan?

- A.Reduction in software licensing costs
- B.Improved use of data center floor space
- C.Increased performance of server workloads
- D.Enhanced infrastructure cooling efficiency

Answer: A

16. A System p customer has a large database server and six other application servers running AIX 5L. Disk storage is being used up rapidly. What can the customer use to proactively monitor system utilization and plan for how storage demands may affect the servers?

- A.LoadLeveler
- B.AIX Toolbox
- C.PM pSeries (PM for System p)
- D.Workload Manager

Answer: C

17. A System p sales representative has a meeting with the CIO of a telecommunications company. They have purchased several older RS/6000s in the past. This customer has an ample budget for purchases and is anxious to order additional servers. Which of the following is key for the IBM System p sales representative to identify?

- A.Adequate funding
- B.The business problem
- C.System p installations
- D.The key decision-maker

Answer: B

18. A customer plans to consolidate several web applications. Upper management is very concerned about data security between applications but is very cost conscious. Which of the following will best meet their requirements?

- A.Use DLPAR to isolate web applications.

- B. Use VIOS to isolate the web applications.
- C. Purchase separate System p servers to isolate each web server application.
- D. Assign separate disk space on a standalone storage device to isolate web applications.

Answer: A

19. A prospective customer with an existing complex environment is requesting a proposal for a Tivoli Storage Manager (TSM) data management solution. What should be the first step taken to validate the customer's project?

- A. Perform a TSM benchmark.
- B. Verify funding.
- C. Describe the TSM pricing model.
- D. Survey customer's current environment.

Answer: B

20. A manufacturing company has been acquiring used servers from multiple manufacturers to match platform application requirements added to their infrastructure. Which of the following will help this company consolidate their servers to a new System p5 solution?

- A. Use the Virtualization Engine provisioning option to port the applications on AIX 5L or Linux on POWER.
- B. Interrogate the application environment with LPAR Validation Tool (LVT) and put the dissimilar operating systems in separate LPARs.
- C. Port all applications to Linux, and then use the AIX Toolbox for Linux to migrate each application to Linux on POWER.
- D. Investigate the application environment to identify applications, operating system support, and hardware requirements.

Answer: D

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