Exam Code: 000-854

Exam Name: Sys.i IT Simpl: Windows.Linux.+Alx 5L Sol. Sales Exam V1

Vendor: IBM

Version: DEMO

Part: A

1: What operating systems can run in uncapped partitions, which allow available processor resources to move automatically between partitions to improve asset utilization?
A.AIX and Linux
B.i5/OS and Linux
C.i5/OS, Linux, and AIX 5L
D.i5/OS, Linux, AIX 5L, and Windows
Correct Answers: C

2: Which of the following best describes the source(s) of applications and middleware for Linux on POWER?
A.ISVs
B.Open source
C.Red Hat and Novell
D.Open source, ISVs, and IBM
Correct Answers: D

3: A System i5 customer runs ERP on their i570 but has expressed concerns with the length of time it takes to back up their four older Windows file servers. Which of the following is the best reason the System i5 platform might provide a cost-effective advantage for the customer?
A.The customer could recompile the applications to run natively on i5/OS V5R4 on the i570.
B.i5/OS reduces the amount of disk space it takes to store each Windows file by a factor of two.
C.The customer could consolidate integrated System x servers with their i570 and share the high-speed System i5 tape drive to reduce file backup time.
D.The customer could take each Windows server down and replicate all of the data from the file servers over the LAN to the System i5 disk instead of backing up to tape.
Correct Answers: C

4: A customer has selected a new i5/OS warehousing application. Which of the following questions should the sales representative ask relative to this new application deployment?
A.Do you have Windows NT Server installed?
B.What other servers do you have installed?
C.How many Intel servers do you have installed?
D.What additional applications will need to be installed?
Correct Answers: D

5: A sales representative has been working with an IT manager to create a vision for a new IT infrastructure based on a System i solution. What should the sales representative discuss in the first meeting with the CFO?
A.The specific costs of the new System i5 proposal
B.The new features delivered with System i5 and i5/OS V5R4
C.The performance advantages of the new POWER5+ based systems
D.The track record of System i to deliver solutions with excellent ROI

Correct Answers: D

6: Which of the following is an important first step in determining what IT Simplification solution to propose for a System i5 SMB customer?
A.Conduct an IBM Scorpion study.
B.Understand the customer's installed server inventory.
C.Run the configurator to determine available upgrade paths.
D.Use the LVT tool to determine number of partitions required.
Correct Answers: B

7: A System i5 520 prospect would like to add a firewall to an application rollout but is concerned about security exposures with a single server. What feature of the System i5 server's support for Linux addresses this issue?
A.Virtual Storage
B.Virtual Ethernet
C.iSeries Navigator
D.Logical partitions
Correct Answers: D

8: In talking with a System i5 IT manager, the sales rep uncovers that another department is responsible for the Intel systems. In this situation, which of the following is a benefit of System i5 IT Simplification solutions?
A.System i5 solutions can replace Windows administrators.
B.Integrated xSeries solutions are certified to run Windows.
C.System i5 solutions can drive efficiencies across both departments.
D.System i runs the same Linux and AIX operating systems as System p.
Correct Answers: C

9: A System i5 customer has a requirement for a symmetric multiprocessing (SMP) application running on Microsoft Windows 2003. Which of the following will support this new application?
A.Windows running in a System i partition
B.xSeries 336 attached to a System i5 server via iSCSI
C.IXS with a 3-way or greater System i5 server
D.Multiple IXS units on the System i5 server
Correct Answers: B

10: A System i5 customer indicates that there is no justification for System i5 acquisitions this year, but the System i5 sales rep believes opportunities exist. Which of the following would be the most appropriate question to ask the customer?
A.Do you have any Linux, Windows, or UNIX projects planned for this year?
B.Does this year's budget/plan include enhancement of the network topology?
C.Would a financing option such as a payment deferral help you do something this year?
D.Would you and your staff like to attend an upcoming Executive Briefing in Rochester?
Correct Answers: A

11: A customer is considering a new System i5 550. Why would a sales representative also propose a new IT Simplification solution?
A.To help justify the new System i5 purchase
B.To qualify for IBM Global Financing low rate financing
C.To qualify for Enterprise Edition Service and Education vouchers
D.Systems assurance is not required for IT Simplification solutions.
Correct Answers: A

12: How can the Virtual Partition Manager in i5/OS be used?
A.To simplify the creation of partitions with an HMC
B.To create a Linux partition with virtual I/O resources
C.To simplify the installation of Linux into a partition
D.To create multiple Linux images for additional partitions
Correct Answers: B

13: A sales representative would like to sell an IT Simplification Unix and Linux solution to a System i5 customer. What question should the sales representative consider when uncovering potential barriers that will need to be addressed to win the business?
A.Why has the customer standardized on xSeries Intel servers?
B.Has the customer utilized System i5 Capacity On Demand offerings?
C.Is the customer aware that IBM Rochester offers education for Unix and Linux?
D.What operating system skills are currently available in the customer's IT organization?
Correct Answers: D

14: A customer with a System i5 520 is planning to add a Linux application. The customer has not yet made a decision on which hardware platform to use for Linux. Which of the following features is an advantage of Linux on the System i5 platform?
A.Linux on System i5 can use i5/OS storage resources.
B.Linux on System i5 can run open source applications.
C.Linux support is included in iSeries Support Line contracts.
D.Linux partitions support all the Linux applications that run on Intel.
Correct Answers: A

15: A System i customer is considering adding a Storage Area Network and is favoring an EMC Clarion SAN. The EMC solution appears to be less expensive than System i5 alternatives. What total cost of ownership considerations should be presented in support of a System i5 solution?
A.Implementation services, software components such as copy services, and skills acquisition for fibre channel and EMC software
B.Value associated with the System i5 solution's ability to eliminate security and virus exposures for hosted environments
C.Comparative performance levels and the inherent advantage System i5 solutions have in maintaining Service Level commitments
D.Disk, fiber adapter, cabling, and future upgrade costs on EMC products

Correct Answers: A

16: In a very large customer with a centralized IT infrastructure, what is a good area to investigate for System i5 IT Simplification solutions?
A.Integrating a new application deployment
B.Consolidating all the servers to System i5
C.Selling new distributed System i5 solutions
D.Replacing the Microsoft server farm with partitions on a System i5 server
Correct Answers: A

17: What is the maximum number of active Linux partitions that are supported on a System i POWER5+ processor?
A.1
B.4
C.10
D.31
Correct Answers: C

18: A customer with a System i5 520 2400 CPW has the requirement to support file/print, web serving, and network applications. Which of the following provides the best justification to run these on System i5 Linux?
A.Open source, free to deploy, easiest solution to use
B.Available system capacity, high asset utilization, and strong total cost of ownership
C.Unmatched security, highest file/print performance benchmark of any 1-way, reliability
D.Rapid deployment, full support of Intel Linux application portfolio, and high utilization
Correct Answers: B

19: Which of the following describes a benefit of System i5 integration with Windows Server 2003?
A.i5/OS prevents a Windows server from getting a virus.
B.Microsoft Windows can share i5/OS processor and memory resources.
C.Microsoft Windows and i5/OS user IDs and passwords can be synchronized.
D.xSeries systems can be partitioned using the System i5 Hardware Management Console.
Correct Answers: C

20: A System i5 520 has two x346 servers integrated with it. One of the xSeries is a test server and the other runs a key Windows Server application for the business. Which of the following is an advantage of System i5 and xSeries integration that would enable the customer to minimize the downtime from an x346 failure?
A.Windows can be completely reloaded on the xSeries from a CD-ROM on the System i5 server.
B.Microsoft DataCenter Edition enables failover of Windows applications to an offsite location.
C.i5/OS can log the failure to the System i5 console to automatically call Microsoft Software support.
D.System i5 virtual storage management would enable the test xSeries hardware to be utilized as a

hot spare and be quickly provisioned to run the production application.

Correct Answers: D