

Exam : IBM 000-963

**Title : Storage Sales for N series
Version 1**

Version : Demo

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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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