

**Exam 000-060 study material**

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**Free 000-060 Exam Preparation Questions**

**Exam 000-060: IBM Dynamic Infrastructure Sales Leader**

**Question: 1**

What is the meaning of NEDC?

- A. New Enterprise Data Center
- B. Node Equalized Data Center
- C. Non Existent Data Center (Cloud Computing)
- D. New Energy Data Center

**Answer: C**

**Question: 2**

An important factor in developing any BR strategy is to determine the RPO. Which of the following is a definition of RPO?

- A. How much data can they afford to recreate or lose
- B. Time between outage and when the remote servers are available
- C. Elapsed time critical business applications are unavailable
- D. Distance between the production data centers and the recovery center

**Answer: A**

**Question: 3**

A large manufacturing company is planning for an NEDC project to virtualize and replace about one third of their currently installed servers. The servers unaffected by this project include z10, Linux and Windows servers. Which of the following is the value of having a Virtual Engine platform in this situation?

- A. Customers can start with installing the VE Console followed by the VE product of their choice.
- B. Customers can gather information about the resources associated with a business service and the relationships between these resources.
- C. Customers have a methodical approach to virtualization where they can start where they want and expand consistently.
- D. Customers have the ability to access resources through web services using a resource model.

**Answer: C**

**Question: 4**

A regional bank is mid way through deploying an NEDC data center project. One of the non IBM equipment providers informs the customer they have a recent cancellation and will discount their equipment 15% if the customer takes it now instead of six months from now. Which of the following is the NEDC Sales Leaders first reaction to this change?

- A. Submit an immediate change order requesting 10% additional funds for project management changes.
- B. Review the impact of the schedule change and submit a change order to represent the additional cost.
- C. Request the equipment provider split the discount between the NEDC team and the customer
- D. Review the implementation plan to see if it will result in an early completion bonus for the NEDC team

**Answer: B**

**Question: 5**

A prospect is confused with the multiple pillars (BR, EE, VC, and II) within the NEDC strategy. They are interested in virtualization and consolidation, but are concerned that too many pillars will result in a compromise and a poor solution. Which of the following is an effective response?

- A. The pillars are interrelated and should be implemented together for maximum benefit
- B. NEDC Innovation Workshop will help them identify which pillars are most critical and create a roadmap for implementation of one or more pillars
- C. NEDC pillars should be implemented one at a time like most applications, combining them as goals makes implementation very difficult
- D. Select the most urgent with the highest ROI. Once a successful track record is established other pillars should be implemented

**Answer: D**

**Question: 6**

A large insurance company CIO is somewhat confused about energy efficiency claims from

competitive vendors. Which of the following is an accurate statement concerning energy efficiency?.

- A. Server consolidation and virtualization typically contribute to energy efficiency
- B. Rear Door Heat eXchanger is exclusively available for IBM BladeCenter
- C. Live Partition Mobility can reduce energy consumption by moving live UNIX or Linux workloads from one Power5+ server to another
- D. Live Partition Mobility is available exclusively on IBM System x and POWER6 servers

**Answer: A**

**Question: 7**

The CFO of an NEDC prospect was excited about an IBM virtualization presentation. They do not have a project identified and are searching for a place to start. Which of the following will help this prospective customer?

- A. AMS Server Makeover
- B. Virtualization briefing for the CEO
- C. Scorpion study from Lab Services
- D. Design Center whiteboard session

**Answer: D**

**Question: 8**

A prospect plans to deploy hundred of IBM Blades with several operation systems. They plan to virtualize Ethernet address and world wide port names for ease of administration. They are concerned about the labor required. Which of the following addresses this issue?

- A. BladeCenter Open Fabric Manager
- B. BladeCenter with Virtual Connect
- C. Tivoli Productivity Center
- D. WebSphere XD

**Answer: A**

**Question: 9**

It is critical to engage IBM SWG in BR engagements to provide automation. Which of the following important features does automation for a business recovery strategy?

- A. Cost effectively prove that recovery times are repeatable and reliable
- B. Reduce the number of servers required at a remote site
- C. Determine the clients RTO and RPO objectives
- D. Eliminate the need for crisis team from the recovery process

**Answer: A**

**Question: 10**

NEDC projects typically have multiple benefits. Which of the following two top benefits are typical for server virtualization projects?

- A. Increased utilization and lower costs
- B. Lower software license costs and fewer applications
- C. Lower utilization and higher availability
- D. Increased utilization and application performance variability

**Answer: A**

**Question: 11**

It is important to call at the right level for NEDC projects. Which of the following is the reason to make Business Resiliency sales calls at the senior IT Director, CIO or higher level ?

- A. Operations management only focuses on budget and cost issues and lacks strategic vision
- B. These roles are focused on the overall business risk involved in strategic initiatives
- C. It enables you to discuss the feature/function value of IBM solutions
- D. These individuals will be involved with all follow-on detailed discussions

**Answer: B**

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