

Exam 000-743 study material

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Free 000-743 Exam Preparation Questions

Exam 000-743: IBM Storage Sales, Version 7

Question: 1

Which of the following will an EMC sales representative most likely use as an advantage over the IBM System Storage DR550?

- A. Centera has modular, open components that can be customized for a customer's environment.
- B. Centera is a single-vendor solution for regulatory compliance including hardware, software and services.
- C. Centera has the largest install base for data retention products.
- D. Centera adds storage without adding processing power.

Answer: C

Question: 2

Which of the following is the claimed advantage of the STK L5500 with LTO drives over the IBM TotalStorage UltraScalable Tape Library (3584)?

- A. It supports spans across the mainframe and UNIX environments
- B. It provides the most tape mounts per hour
- C. It has no single point of failure
- D. It provides multiple library scalability

Answer: D

Question: 3

Which of the following is the ADIC Scalar i2000 Tape Library's major advantage over the IBM TotalStorage UltraScalable Tape Library (3584)?

- A. Smaller footprint
- B. Utilizes LTO-3 drives
- C. Higher capacity
- D. Partitioning

Answer: A

Question: 4

The IBM TotalStorage N3700 is less susceptible to software hacking than other Windows-based offerings for which of the following reasons?

- A. It has WAFL
- B. It has Data ONTAP
- C. It has SecureShare
- D. It supports Kerberos and CHAP

Answer: B

Question: 5

A customer has the following environment: 21 AIX servers ? Three Sun servers An IBM TotalStorage Enterprise Storage Server (ESS) 800 with 8 TB An HDS 9900 Lightning with 6 TB Two SAN switches and Legato backing up to an ADIC DLT library with four DLT drives The customer has indicated that resource consolidation and single point of storage management are critical. EMC has proposed a CX700 with 20 TB of disk, and a Centera with 20 TB. Which of the following is the best TotalStorage solution to accomplish the customer's goals?

- A. Propose an IBM TotalStorage DS4500 Storage Server with 20 TB of disk and an LTO3 library with four drives.
- B. Propose an IBM TotalStorage DS8100 with 20 TB of disk, IBM Tivoli Storage Manager and an LTO3 library with four drives.
- C. Propose an IBM Total Storage DS6800 with 12TB of disk, IBM Tivoli Storage Manager, and an LTO3 library with four drives.
- D. Propose an IBM SVC cluster, IBM Tivoli Storage Manager, and an LTO3 library with four drives

Answer: D

Question: 6

Which of the following features is an IBM advantage when comparing the STK Virtual Storage Manager (VSM) to the IBM TotalStorage Virtual Tape Server (VTS)?

- A. Automatic tape reclamation
- B. Disk and tape (physical) storage included in same frame

- C. 3490E tape volume emulation
- D. Throughput

Answer: D

Question: 7

According to the Gartner Group, which vendor is the market leader in storage software?

- A. EMC
- B. IBM
- C. HDS
- D. Sun

Answer: A

Question: 8

Which of the following differentiates the IBM System Storage DS8300 from the EMC DMX2000?

- A. LUN Virtualization
- B. Internal Storage Partitioning
- C. 4 Gb Fibre Channel Host Attachment
- D. FC-based disk drives

Answer: B

Question: 9

Which of the following data retention solutions is considered to be the market share leader?

- A. HP RISS
- B. IBM System Storage DR550
- C. EMC Centera
- D. Sun 6920

Answer: C

Question: 10

Which of the following features of Tivoli Storage Manager Enterprise Edition helps distinguish it from the competition?

- A. LAN-free backups
- B. Disk as a backup storage pool
- C. Bare metal restore in a Microsoft Windows environment
- D. Inclusion of Disaster Recovery planning module at no charge

Answer: D

Question: 11

Which of the following implements "in-band" storage virtualization technology via an appliance?

- A. HDS (Tagmastore)
- B. IBM (SAN File System)
- C. EMC (Invista)
- D. IBM (SAN Volume Controller)

Answer: D

Question: 12

A storage sales specialist has been assigned a new account that favors EMC storage in a mixed Storage environment. The Chief Information Officer favors EMC, but some of the staff is dissatisfied with EMC's products, due to their frustrations managing EMC equipment in a mixed environment. The only point of entry is the dissatisfied employees group. Which of the following is the best strategy for the storage sales specialist to use?

- A. Explain the benefits of the DS4800
- B. Advise them that the CLARiiON line is aging and not delivering high customer value
- C. Explain the benefits of SVC compared to Invista
- D. Suggest they make their next EMC purchase via IBM Global Finance

Answer: C

Question: 13

Which of the following competitors offers customers the ability to define more tape volumes than the physically installed capacity?

- A. Sony
- B. HDS
- C. Sun/STK
- D. Quantum

Answer: C

Question: 14

Which of the following IBM products would be recommended to compete with the EMC CX700?

- A. IBM TotalStorage DS4100
- B. IBM TotalStorage DS4300
- C. IBM TotalStorage DS4800
- D. IBM TotalStorage DS8100

Answer: C

Question: 15

Which of the following features differentiates IBM Tivoli Storage Manager from Veritas NetBackup?

- A. Automated tape reclamation
- B. Central point of management
- C. Broad platform support
- D. LAN-free backups

Answer: A

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