

DumpsQuestion

Over **61842+** Satisfied Customers

About Us



Select a vendor... | Select an exam... | Your email address | Free Download

What Clients Say About Us

Disclaimer Policy: The site does not guarantee the content of the comments. Because of the different time and the changes in the scope of the exam, it can produce different effect. Before you purchase the dump, please carefully read the product introduction from the page. In addition, please be advised the site will not be responsible for the content of the comments and contradictions between users.

“ Good things should be shared together. I pass the HPE0-J75. The dumps is good for examination. ”

“ Do not hesitate about the dumps. It is very good valid dumps. Yes, I am sure it is valid for this times. Worthy it. ”



Honey



Hardy

<http://www.dumpsquestion.com>

Professional Dump Collection & Excellent Exam Questions & Latest Questions

Exam : **C4120-785**

Title : **IBM PureFlex Sales Expert V1**

Vendor : **IBM**

Version : **DEMO**

NO.1 A client is thinking of investing in an IBM PureFlex solution for their server environment. They want to know if the investment they are about to make will be returned in time. During the meeting, the sales expert wants to calculate and present a rough estimate of the savings. What tool would the sales expert use in the pre-sales part of the engagement for estimating the Return on Investment of the IBM PureFlex offering?

- A. IBM Zodiac Tool set
- B. IBM TCOnow! and IBM ROInow!
- C. IBM PureFlex System TCO Analysis Tool Alinean
- D. IBM Advanced Technical Support Server Consolidation Monitor

Answer: B

NO.2 A client has a well established infrastructure including Ethernet and Fibre Channel SAN. They are considering a PureFlex solution based on FCoE.

Which is the most effective argument in favor of implementing FCoE as part of the solution?

- A. Easier management
- B. Higher availability
- C. Potential to reduce costs
- D. Better storage performance

Answer: B

NO.3 The sales expert is in discussion with a current client running System i and x86 servers. They need to replace their single System i server since it will go out of maintenance. The goal of IT management is to have a solution with higher availability to run their application.

Assuming a multi-phase technology refresh featuring PureFlex, starting with the System i, what solution should the sales expert advise this client?

- A. A Power node with dual VIOS and GPFS
- B. A Power node with single VIOS and PowerHA
- C. A Power node with dual VIOS with attached SAN storage
- D. A Power node with single VIOS with local disks in RAID 1

Answer: B

NO.4 A client has an existing infrastructure of x86 and Power servers running in small regional offices. They are asking for ideas on how to make their IT environment more efficient.

What is the best suggestion a PureFlex sales expert can make to address this question?

- A. Highlight how PureFlex has the ability to integrate the network switching and storage fabric for the x86 and Power environments, reducing cost and complexity.
- B. Suggest that the client deploy the SmartCloud offerings on PureFlex x86 compute nodes to migrate the Power workloads to x86 Linux and save money while gaining flexibility.
- C. Assure the client that the cost of a PureFlex solution is always less expensive than rack or blade servers and ask for a meeting to create a custom configuration for that client's server needs.
- D. Propose that IBM offer a Storage Infrastructure Optimization study to create recommendations on how to spend less on the storage environment since that is driving the highest cost in the client's environment.

Answer: A

NO.5 The sales expert is preparing a Flex System proposal for a client.

What would be the most compelling reason for the sales expert to lead with the IBM Flex System EN4023 10Gb Scalable Switch?

- A. The client wants I/O modules that support Cisco Fabric Path technology
- B. The client wants a low-cost solution that supports Fibre Channel Over Ethernet (FCoE)
- C. The client wishes to implement a Juniper Virtual Chassis solution to simplify configuration and management
- D. The client has invested in Brocade Virtual Cluster Switching and wishes to extend the cluster to the chassis switches

Answer: B

NO.6 A small manufacturing company is interested in a platform to support their new SAP CRM deployment. Currently installed systems include IBM BladeCenter, HP BladeSystem. and standalone servers from various vendors. They have standardized on the use of VMware on x86, and are 70% virtualized. There are no Power Systems servers currently installed.

They are very pleased with their IBM XIV storage, particularly the simplicity, and continue to expand with additional XIV Gen3 capacity when required.

The current data center network is based on Cisco Catalyst 1Gb switches at the edge with Cisco Nexus 5596 10Gb core switches. They also have a legacy Brocade SAN. For systems management they use vendor-specific element management tools.

They have two sites. A main site and a secondary site, and they currently have limited high availability capabilities. They have decided they are not interested in hosted Cloud services at this time.

They have a small staff, so ease-of-use and simplification are particularly important. The Cisco sales team has convinced them that FCoE is easier; consequently, FCoE is very attractive to them.

They typically focus on the tactical administration and day-to-day activities. Decision making is driven largely by technical staff. In addition to IBM PureSystems, they are considering Cisco UCS.

After confirming that the client's storage is on the SSIC, what PureFlex competitive advantage should the sales expert emphasize with the client?

- A. Host mapping
- B. Deduplication
- C. Thin provisioning
- D. External virtualization

Answer: A

NO.7 A large PureFlex prospect is interested in cloud, and asks the sales expert how to explore the cloud options in their complex environment.

Which client engagement method explores client needs and develops solutions?

- A. Cloud Workshop
- B. vCloud Director
- C. SmartCloud Entry
- D. Cloud Demonstration

Answer: B