



C4040-250^{Q&As}

Power Systems with POWER8 Sales Skills V1

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QUESTION 1

A customer with an AS/400 running S/36 code needs to migrate to a new POWER8 system. They require a deskside solution. Which solution will satisfy the customer's requirements?

- A. S812L running IBM i 6.2
- B. S814 running IBM i 7.1
- C. S822 running IBM i 7.2
- D. S814 running IBM i 6.1

Correct Answer: B

S814 is deskside solution and with IBM I 7.1 it can execute S/36 code. Reference:
<http://www-03.ibm.com/systems/power/hardware/s814/specs.html>

QUESTION 2

A customer has a quote for running an Oracle database on a HP Itanium server. What POWER8 competitive advantage should an IBM reseller discuss?

- A. Oracle no longer supports Itanium on Oracle's latest versions of their database.
- B. HP Itanium only supports Oracle database with Windows.
- C. The Oracle database cost has a multiplier of .5 on POWER8.
- D. POWER8 requires fewer cores resulting in fewer Oracle licenses.

Correct Answer: C

Explanation: HP Itanium doesn't support IBM power8. It only supports Oracle Database with Windows.

QUESTION 3

A customer wants to replace their existing x86 server farm running Domino, Websphere Application Server, file serving, print serving, Cognos and DB2 database. Which Operating System offers an integrated solution to satisfy the customer's requirements?

- A. Red Hat
- B. SUSE
- C. IBM i
- D. AIX

Correct Answer: C



Explanation: IBM i operating system can support Domino, Websphere, file serving, print serving, Cognos and DB2 database. Since it is an IBM operating system, it can easily run all the required IBM products efficiently.

QUESTION 4

An IT manager has several POWER5 servers and wants to consolidate them into a new POWER8 server. The CFO (Chief Financial Officer) is asking for a financial justification for the project. Which resource can be used to provide a rapid high-level financial data overview?

- A. IBM Global Financing
- B. Scorpion study
- C. Alineantool
- D. Eagle study

Correct Answer: C

One of the biggest challenges customers face these days when searching for the right IT solution is accurately predicting the costs/benefits to their business. With the IT landscape constantly shifting due to the explosion of data from fields like mobile and social networking, the amount of data businesses must process has grown exponentially. Finding the right approach has never been more critical.

The Alinean tool, developed by IBM, is designed to help customers get an accurate picture of what their business would look like with an IT solution from IBM PureSystems. The customer can fill in as much or as little information as they like and the tool will use industry standards, averages, and assumptions to create an analysis of what their organization would save by shifting to PureSystems.

The customer has complete control at all times over the level of detail they submit a report can be generated by answering as little as three basic questions such as company name, location and industry. If they want a more detailed report however, they can choose to enter information such as data servers, types of application software, and their storage requirements. With this additional information the tool can generate a richly detailed view of the specific savings an IBM PureSystems solution would provide.

Reference: <http://expertintegratedsystemsblog.com/2012/07/alinean-tool-get-an-accurate-picture-of-the-benefits-of-expert-integrated-systems/#sthash.9yaC7E pj.dpuf>

QUESTION 5

A customer has a critical invoice application for which the system is mostly underutilized. During the last week of the month, response times become unacceptable due to growth. The customer does not want to pay for a system that is idle most of the time.

What should be proposed?

- A. Capacity Upgrade On Demand
- B. Elastic Capacity On Demand
- C. Power Enterprise Pools
- D. Active Memory Expansion



Correct Answer: D

IBM's POWER8™ systems with AIX feature Active Memory™ Expansion, a new technology for expanding a system's effective memory capacity. Active Memory Expansion employs memory compression technology to transparently compress in-memory data, allowing more data to be placed into memory and thus expanding the memory capacity of POWER8 systems. Utilizing Active Memory Expansion can improve system utilization and increase a system's throughput.

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