



C4040-250^{Q&As}

Power Systems with POWER8 Sales Skills V1

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QUESTION 1

An IBM customer is implementing a very complex solution and is encountering difficulty with the integration of the IBM Power System and storage. What resource should the customer use for assistance?

- A. Advanced Technical Support
- B. Redbook planning guides
- C. Support Line
- D. IBM Knowledge Center

Correct Answer: A

Reference: <http://www-935.ibm.com/services/us/en/it-services/technical-support-services/>

QUESTION 2

Which tool can be used to determine the three-year TCO of an S824 system compared to an HP DL580?

- A. Power Systems Speed Sheets
- B. TCO Cost Estimator
- C. Quick Pricer
- D. Alinean TCO tool

Correct Answer: B

QUESTION 3

What is the PVU value for an IBM two socket Scale-out system?

- A. 120 PVUs per system
- B. 70 PVUs per core
- C. 100 PVUs per socket
- D. 50 PVUs per processor

Correct Answer: B

Explanation: You need 70 PVUs per core for a two socket scale-out system. Reference: [https://www-950.ibm.com/events/www/grp/grp019.nsf/vLookupPDFs/Vortrag %20%20L%C3%B6sung%20f%C3%BCr%20Linux%20on%20Power% 202/\\$file/Vortrag %20%20L%C3%B6sung%20f%C3%BCr%20Linux %20on%20Power%202022.pdf](https://www-950.ibm.com/events/www/grp/grp019.nsf/vLookupPDFs/Vortrag%20%20L%C3%B6sung%20f%C3%BCr%20Linux%20on%20Power%202022/$file/Vortrag%20%20L%C3%B6sung%20f%C3%BCr%20Linux%20on%20Power%202022.pdf) (page 7)



QUESTION 4

What are key cost elements that should always be included in a POWER8 proposal?

- A. Rack space and DR
- B. Staffing and energy
- C. Software and hardware
- D. RAS and financing

Correct Answer: C

Of course, you need to include the software and hardware implications of Power8 in the proposal so the customers can understand the performance of Power8 in hardware and software environment.

Reference: <http://public.dhe.ibm.com/common/ssi/ecm/po/en/pob03046usen/POB03046USEN.PDF>

QUESTION 5

A customer running Linux with VMware on their x86 systems wants to add an S822L into the environment using a consistent virtualization technology. How can a Power option satisfy the requirement?

- A. Implement PowerVM and VMware since the functionality and management interface are shared.
- B. Implement Kimchi as the management interface to support both environments.
- C. Convert VMware to PowerVM on the x86 systems for consistency with the Power Systems.
- D. Implement the appropriate KVM base version on the Power and x86 systems.

Correct Answer: A

Explanation: You can implement KVM base version on Power and x86 systems.

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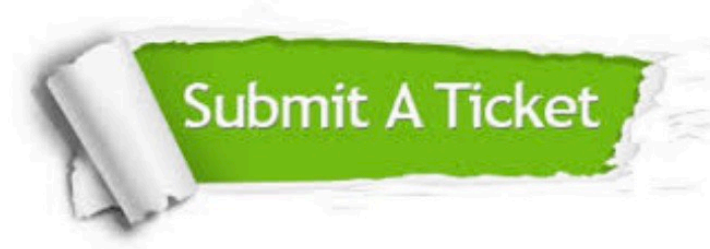
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