



IBM

C9010-260 Exam

IBM Power Systems with POWER8 Sales Skills V2 Exam

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Version: 10.0

Question: 1

A customer system environment is composed of multiple generations of older Power Systems servers and third party servers.

The customer wants to refresh the environment with current technology hardware, and implement private cloud technologies that will also allow the customer to move in the direction of hybrid cloud and off-premises cloud solutions.

Which of the following would enable a salesperson to engage to make a comprehensive TCO argument for POWER8 based servers that is focused on the customer's specific environment?

- A. Eagle Study
- B. System Planning Tool
- C. Workload Estimator
- D. Power Systems Performance Report

Answer: B

Question: 2

Which open source database company offers Postgres Advanced Server on POWER8 systems and has Oracle compatibility?

- A. MySQL
- B. EnterpriseDB
- C. MS SQL
- D. MariaDB

Answer: B

Question: 3

A PowerHA solution is being proposed to a customer who wants installation assistance. What resource can be proposed to perform the installation?

- A. Strategic Initiatives (formerly Advanced Technical Support)
- B. IBM Development team
- C. Lab Services
- D. Local Field Technical Sales

Answer: C

Question: 4

A customer's POWER8 system has disk expansion drawers and needs to non-disruptively install a solution to improve the disk performance at the lowest cost.

What should be proposed to satisfy the customer's requirement?

- A. IBM FlashSystems
- B. DCS3700
- C. SSD drives
- D. V7000

Answer: D

Question: 5

Which POWER8 feature is available only on 870 and E880 models?

- A. Concurrent firmware updates
- B. Hot Swap PCIe adapters
- C. Dual HMCs
- D. Enterprise Pools

Answer: C

Question: 6

Which of the following is an advantage of POWER8 architecture over HP-x86 architecture?

- A. Database integration
- B. More threads per core
- C. More cores per socket
- D. Faster clock speeds

Answer: B

Question: 7

A customer is considering migrating from x86 to Power Systems servers with PowerVM virtualization. Which of the following is a compelling reason to consider the Power solution?

- A. The same binaries can be run on both platforms.
- B. The Power hypervisor is more secure.
- C. Both platforms can be managed with VMware vSphere.
- D. Only PowerVM allows live workloads to be moved between servers.

Answer: B

Question: 8

A credit card company is going to implement a new application for which security is a major requirement. The company has been quoted a solution running in Windows. Why should the company consider a Power Systems solution?

- A. IBM AIX and IBM i have security check points that make it nearly impossible to be hacked.
- B. Starting with POWER8, security is built into the processor.
- C. PowerSC includes templates for PCI compliance.
- D. IBM has superior firewalls.

Answer: C

Question: 9

A customer is migrating from a POWER6 570 to a POWER8 S824. Which technology will have to be replaced?

- A. FCoE
- B. SAS
- C. SCSI
- D. Fibre Channel

Answer: B

Question: 10

Which systems can be members of the same Power Enterprise Pool?

- A. E850 and 750
- B. E870 and E880
- C. S822 and S824
- D. E880 and 795

Answer: D

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