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# **Q&A**

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**Exam** : **000-153**

**Title** : **System x Sales Specialist  
V6**

**Version** : **DEMO**

1. IBM is very focused on the software that runs our Systems (Systems Software).

What IBM Systems Director module provides advanced management of a client's virtualized infrastructure?

- A. Virtualization Machine Manager.
- B. VMready
- C. VMControl
- D. Virtual Center

**Answer: C**

2. What changed in the x86 technology that has made virtualization more of a requirement rather than just an option for our clients?

- A. Most clients are looking at cloud infrastructures so the move to virtualized infrastructures is a necessary first step.
- B. Under utilized server proliferation with poor management options has forced our clients to virtualize their environments.
- C. Servers change to multiple cores, most applications can only use 1 or 2 four core processors led to a need for virtualization.
- D. Virtualization is helpful but not critical today in the x86 marketplace.

**Answer: C**

3. The incredible growth in virtualization and the multi-core structure of the processors has created a need for a balanced system.

Which of the following provides the greatest contribution to a balanced system?

- A. More storage attached to the server for the larger data resources.
- B. Faster I/O with better redundancy.
- C. More memory to provide the data to the processors.
- D. FCoE to solve the storage latency issue in the networking infrastructure.

**Answer: C**

4. A sales specialist is at an initial meeting with a client.

Which of the following questions may help discover if the client is concerned about low server utilization?

- A. Do you feel that you have the flexibility in your infrastructure so you can make changes quickly to met unexpected spikes in demand?
- B. Are you finding that the costs of managing your server, storage and network infrastructure is increasing each year?
- C. Do you have most of your applications running on separate servers, and is this causing a lot of extra work for your team to manage/maintain?
- D. Do you find that you are exceeding your storage allocations for some of your applications?

**Answer: C**

5. Your customer is searching for a new small business tower server. The customer is on a tight budget but wants to have current technology, with two sockets at a modest price.

Which high volume IBM tower server would you propose for this customer?

- A. x3200 M3
- B. x3690 X5
- C. x3400 M3
- D. x3500 M3

**Answer: C**