

# **Exam 000-060 study material**

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## **Free 000-060 Exam Preparation Questions**

**Exam 000-060: IBM Dynamic Infrastructure Sales Leader**

**Question: 1**

A significant proportion of energy consumed by IT equipment is outside the data center in the office environment. Which of the following could a client use to reduce the energy use in the office?

- A. Conclusion of a Zodiac study
- B. Virtual Infrastructure Access (VIA)
- C. Conclusion of an Energy Efficiency study
- D. Virtual Client Solution

**Answer: D**

**Question: 2**

Identifying each customer's recovery and budget requirements is an important first step in a BR engagement. A large service customer has an RTO of two to six hours. Which of the following addresses this requirement?

- A. Continuous Availability, end to end automation.
- B. Rapid system recovery.
- C. Backup / restore
- D. Real time data and server replication.

**Answer: B**

**Question: 3**

It is important to understand the challenges when selling BR solutions. Which of the following obstacles is the most difficult for the NEDC Sales Leader?

- A. Strong competitive BR challenge from HP
- B. Lack of prioritization of BR by the CIO
- C. New IT Director who is not IBM friendly
- D. The complexity of designing enterprise wide disaster recovery solutions

**Answer: B**

**Question: 4**

The Executive Vice President of a large financial customer is interested in Cool Blue. Which of the following IBM products are part of the Cool Blue product portfolio?

- A. IBM Director with Active Energy Manager
- B. Tivoli Provisioning Manager
- C. Tivoli Productivity Center
- D. IBM Director with Active Energy Manager
- E. Rear Door Heat Exchanger
- F. Power Architecture
- G. Rear Door Heat Exchanger
- H. IBM WAS
- I. Power Architecture
- J. IBM Director with Active Energy Manager
- K. Calibrated Vector Cooling

**Answer: B**

**Question: 5**

The CFO of a z10 customer tells you HP has an equal set of energy efficient products and

features compared to IBM. Which of the following responses address this situation?

- A. HP does not have consulting services for energy efficiency
- B. HP lacks mainframe capabilities
- C. IBM servers and storage are more energy efficient
- D. HP has no middleware to support energy efficiency

**Answer: B**

**Question: 6**

A complex virtualization and consolidation project is in progress. Two of the software vendors involved have a serious dispute regarding interoperability of their applications. Which of the following best addresses this issue?

- A. The customer owns the relationship with both vendors and must handle this situation
- B. Meet with the vendors individually and insist they perform as described in the scope of work.
- C. Meet with the vendors and customer stakeholders, review the scope of work and other documentation and work to resolve the issue
- D. Request additional funding from the customer to handle the extra work for both vendors

**Answer: C**

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