

IBM

Exam C9010-260

IBM Power Systems POWER8 Sales Skills V2

Verson: Demo

[Total Questions: 10]

Question No : 1

A customer requires eight virtual machines.

Which of the following operating system choices will provide the greatest advantage in Total Cost of Acquisition for POWER8 hardware and software?

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

Answer: A

Question No : 2

A customer agrees that the proposed POWER8 server would best meet their short and long term growth requirements. However, due to a reduced capital budget, they cannot make a purchase.

What action is most appropriate?

- A. Obtain special bid pricing to lower the cost.
- B. Reduce the server's configuration to lower the cost.
- C. Wait until the following year to make the purchase.
- D. Recommend alternative financing, such as a lease.

Answer: D

Question No : 3

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 No : 4

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 No : 5

Which RAS feature is available on both the Scale-out and Enterprise systems?

- A. Redundant Flexible Service Processor (FSP)
- B. Capacity on Demand (CoD) memory and cores
- C. CAPI
- D. Redundant power supplies

Answer: B

Question No : 6

A customer is considering purchasing DB2 and WebSphere, and will determine whether to run it on POWER8 or x86. Both servers are licensed at 70 PVUs.

What is a reason that they should choose POWER instead of x86 to help reduce licensing cost?

- A. POWER8 has more cores.

- B. POWER8 is more secure.
- C. POWER8 has better performance per core.
- D. POWER8 has faster clock speeds.

Answer: C

Question No : 7

A customer has invited an IBM sales representative to discuss running their application of WAS ND on Linux. They are concerned about the overall cost of the solution, especially with the ongoing cost of the software. The sizing guide is requiring 72-cores of Ivy Bridge EX System (4-socket servers processors.)

To lower their cost, the sales representative discussed the option of running WAS ND on a POWER8 E870 40-core systems using IFLs. The customer mentioned that the TCA would be lower for x86.

What TCO factors should be addressed for purchasing POWER8 instead of the x86?

- A. POWER8 offers better performance and has four times the number of threads which would require fewer cores than the Ivy Bridge EX server.
- B. The E870 is 120 PVU/core compared to the Ivy Bridge EX at 100 PVU/core; but since POWER8 requires 44% fewer cores, the solution would be less costly for the software.
- C. PVU IFL licensing is equal to Ivy Bridge EX; but requires fewer cores for POWER8, and could use fewer cores which would reduce cost.
- D. IFLs reduce the acquisition cost of the E870 and the PVU IFL licensing is 30% less costly than Ivy Bridge EX per core, which reduces their software cost by about 60%.

Answer: A

Question No : 8

A customer is nearing maximum energy consumption in their data center and wants to measure and predict energy use.

Which POWER8 feature will provide the required function?

- A. Power trending

- B. Power capping
- C. Power saver mode
- D. Power core nap mode

Answer: A

Question No : 9

A customer acquired a local rival year that had two existing POWER6 570s: each with 16-cores running in an active/active cluster with IBM i and PowerHA. They are ready to refresh the solution using an active/passive cluster with a minimum of 26 cores for their production partition. The customer has a limited budget.

For the least cost, which option should the Power Seller propose?

- A. Two E870s with one classified as a CBU and transfer the PowerHA licenses.
- B. Two S824s with one classified as a CBU and transfer the PowerHA licenses.
- C. Two E870s with one classified as a CBU and PowerHA.
- D. Two E850s with one classified as a CBU and transfer the PowerHA licenses.

Answer: B

Question No : 10

A customer needs to update their Linux application and is comparing Power to x86 solutions.

What benefit can be highlighted to demonstrate the value that POWER8 offers compared to x86 solutions?

- A. POWER8 offers faster processor speeds.
- B. POWER8 offers more sockets and cores per server.
- C. PowerVM is more secure than VMware.
- D. POWER8 offers four times the number of threads per core than x86.

Answer: D