

Exam : **000-259**

Title : I5 iSeries Solution Sales
V5R3

Version : DEMO

1. The manager of the IT department indicates that their company is pursuing a website expansion because of growing e-business sales. Which of the following people will be able to provide the necessary information to perform ROI analysis for this project?

- A. Webmaster
- B. Office manager
- C. Marketing manager
- D. Purchasing manager

Answer: C

2. An iSeries prospect is deciding between the proposed eServer i5 520 and a used i270 running V5R2. Which of the following considerations should impact the customer's decision?

- A. IBM will not transfer software to a used machine.
- B. The i270 uses SPD cards that will not be supported after V5R3.
- C. The customer must pay the Currency Access Fee with Software Maintenance.
- D. IBM requires an inspection fee for a Hardware Service contract for used equipment.

Answer: C

3. Certkiller .com says they feel constrained by the iSeries as a proprietary system. The customer believes they could correct this situation if they were on an open system. Which of the following should be discussed with this customer?

- A. LPAR capability on the iSeries allows multiple operating environments.
- B. Windows 2003 runs native on the iSeries with support for many types of software.
- C. Web enablement of 5250 applications with iSeries Access for Web removes old-looking green screens.
- D. WebSphere Portal Server Experience implementation allows many WebSphere products to run on the iSeries.

Answer: A

4. Certkiller .com is considering an HA solution for disaster recovery and backups. They require regular switch testing and a daily backup from the target system. What should they purchase?

- A. A single logically partitioned system
- B. Two servers in the same computer room
- C. High Availability model located in a remote location
- D. CBU (Capacity Backup Unit) located in a remote location

Answer: C

5. Which of the following describes a benefit of running Microsoft Windows based

applications on an Integrated xSeries Server?

- A. SupportLine includes support for Windows issues.
- B. iSeries provides support for hot-spare Windows servers.
- C. Software Maintenance includes release updates for Windows.
- D. Windows service packs are automatically installed with iSeries PTFs.

Answer: B

6. Certkiller .com with an i810 is running multiple partitions with V5R3. Which of the following products is used to manage the partitions?

- A. IBM Director
- B. iSeries Navigator
- C. Management Central
- D. Hardware Management Console

Answer: B

7. A prospect has multiple Intel servers installed and would like to replace them with new application software on an iSeries. How can the disk requirements be determined?

- A. Add a growth factor to the total amount of disk on all existing processors.
- B. Complete a sizing based on the application volumes, number of users, and file requirements.
- C. Use an equal number of disk arms because response time is dependent on the number of disk arms.
- D. Check on each server for unused disk space and propose the amount of disk currently being actively used.

Answer: B

8. A prospect is considering a new e-business solution. They are comparing the iSeries to a Linux solution from a local systems integrator. Which of the following iSeries advantages should be emphasized?

- A. LPAR
- B. Initial cost
- C. Reliability of hardware and software
- D. Availability of i5/OS or Linux as the base OS

Answer: C

9. Certkiller .com has asked for a proposal to combine several computing groups within their company. They have an i810 that is fully utilized, a small HP/UX system with an engineering application, and almost 40 Microsoft Windows servers with very low utilization. They also plan to add a Linux firewall. Which of the following will

establish the requirements?

- A. Use Workload Estimator to establish the requirements for the i5/OS, AIX, Linux, and Windows workloads.
- B. Use Pilot Predict to model the existing and proposed workloads. Factor in the mutually agreed growth factor.
- C. Propose an iSeries running LPAR with i5/OS, Linux, AIX, and IXS to handle the combined and proposed workloads.
- D. Propose a study to review the applications, processing, storage, communications, and other considerations for all existing and proposed systems.

Answer: D

10. Certkiller .com has a fully utilized i810 Enterprise Edition. They like their applications and now need to add e-mail and collaboration capabilities for their remote offices. Which of the following will meet the customer's needs?

- A. Upgrade the i810 to an IBM eServer i5 570 Value Edition and add Lotus Domino.
- B. Upgrade the i810 to an IBM eServer i5 520 Enterprise Edition and add Lotus Domino.
- C. Upgrade the i810 to an IBM eServer i5 520 Value Edition and add Lotus Notes and Quickplace.
- D. Upgrade the i810 to an IBM eServer i5 520 Standard Edition and add Lotus Domino and Instant Messaging.

Answer: B

11. An iSeries prospect wants to communicate with their major supplier using a dedicated communication line and have their customers use a Web interface. They are also considering a small 5250-based application and want growth within the same serial number. Which of the following meets the customer's needs?

- A. i810 Standard Edition (750 CPW)
- B. IBM eServer i5 520 Enterprise Edition (1000 CPW)
- C. Model 800 Advanced Edition (950 CPW)
- D. IBM eServer i5 520 Standard Edition (2400 CPW)

Answer: B

12. Certkiller .com with a model 170 would like to upgrade to a newer iSeries. The traditional workload will not change and includes iSeries Access Express emulator. The customer wants to add a Webfaced application. Which of the following meets the customer's upgrade requirements?

- A. i810 Standard Edition
- B. Model 800 Value Edition
- C. IBM eServer i5 520 Value Edition
- D. IBM eServer i5 520 Standard Edition

Answer: C

13. A prospect is very impressed with the i825 and LPAR, but they are concerned about performing the hardware installation without assistance. Which of the following addresses this issue?

- A. Recommend contract services to perform the installation.
- B. Order the Enterprise Edition software preload, which requires no customer setup.
- C. Explain that normal installation includes an IBM Customer Engineer to perform the installation at no charge.
- D. Ensure that the customer understands the i825 is Certkiller .com setup machine, which requires no special installation skills.

Answer: C

14. Certkiller .com is considering a new IBM eServer i5 570 Enterprise Edition and wants to add a test Linux environment. Which of the following will meet the customer's requirements?

- A. Install Linux on the IXS. B. Install Linux on the HMC.
- C. Install a new eServer i5 520 Value Edition for Linux.
- D. Install Linux under an AIX partition using virtual I/O.

Answer: A

15. A rapidly growing book retailer has experienced significant system downtime on their current model 740. They plan to implement an IBM eServer i5 570 to run new financial, inventory, and vendor analysis applications and a new customer web storefront. The CEO for this retailer would like to know how the new iSeries system will increase revenues and decrease operating expenses.

Which of the following factors should be emphasized regarding the new system?

- A. CUoD, improved price/performance, lower hardware and software maintenance costs, and greater RAS
- B. New ERP applications, upgradeability to i890, multithreading processors, and LPAR for high availability
- C. i5/OS software reliability, integrated DB2 UDB for new applications, integrated WebSphere software, and HSL-2 performance
- D. Hot-plug SPD and disk slots, integrated service processor, redundant power supplies, LPAR, and lower software maintenance costs

Answer: A

16. Certkiller .com has purchased an IBM eServer i5 520 to migrate a small e-commerce site to WebSphere Commerce. Their iSeries development staff consists of all RPG programmers with no Java development skills. What should be proposed to

minimize risk in their implementation of WebSphere Commerce?

- A. WebSphere Commerce Studio RPG toolkit to work with the Java code
- B. Tiered deployment of WebSphere Commerce elements with WebSphere Commerce Express
- C. Implementation services and training in WebSphere Commerce Studio Java Development
- D. iSeries Quick Start for WebSphere Commerce Suite offering added to their Software Maintenance contract

Answer: C

17. A distributor's five warehouses depend on a single iSeries for all operations. The customer's IT (Information Technology) manager asks for a High Availability proposal for the executive team. Which of the following is the appropriate next step?

- A. Have a meeting to determine the customer's definition and goals for High Availability.
- B. Determine if they can afford an iSeries Disaster Recovery special offering machine.
- C. Ask who the real decision maker is and interview that individual.
- D. Engage an iSeries for High Availability Business Partner for an on-site meeting to develop a proposal.

Answer: A

18. Certkiller .com is evaluating WebSphere Portal Server to unify applications into a single client interface. They have a heterogeneous environment that includes the following applications:

- * RPG on iSeries
- * Oracle on pSeries
- * WebSphere Application Servers on Linux on Intel
- * Domino on Intel

Which of the following is an iSeries strength that could influence their decision criteria?

- A. WebSphere Portal Server runs faster on iSeries than on other platforms.
- B. The iSeries can consolidate all application workloads on a single platform.
- C. iSeries hardware is vertically scalable and less expensive than other platforms.
- D. WebSphere Portal Server costs less to implement on iSeries because of sub-capacity pricing.

Answer: B

19. During a sales call, a prospect indicates that they are unhappy with their cost of Microsoft Exchange administration and downtime on Intel servers. They are interested in lowering this cost and time of administration. Which of the following responses would be specific to address the prospect's needs and persuade them to

consider iSeries?

- A. iSeries has less downtime than an Intel server.
- B. iSeries has lower total cost of acquisition based on the entry point of the POWER5 hardware.
- C. xSeries servers attached to iSeries cost less than other Intel servers and require fewer administrators.
- D. Converting Microsoft Exchange server to Domino server on iSeries lowers administration costs and downtime.

Answer: D

20. An iSeries customer has a mix of e-mail clients and no corporate standard. They are acquiring other firms in remote locations. The IT manager is getting pressure to implement a more effective e-mail solution. Which of the following is the next step?

- A. Set up a briefing on iSeries e-mail solutions.
- B. Determine the client's budget for enhancing e-mail.
- C. Set up a demonstration of iSeries e-mail solutions for the IT manager.
- D. Determine what the criteria and decision process are for implementing a more effective e-mail system.

Answer: D

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