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#### *IBM IBM Dynamic Infrastructure Sales Leader*



**Practice Exam:** 000-060

**Exam Number/Code:** 000-060

**Exam Name:** IBM Dynamic Infrastructure Sales Leader

**Questions and Answers:** 54 Q&As

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4. Infrastructure problems can inhibit a customer's ability to innovate.

What infrastructure problems can be addressed by consolidation and virtualization?

- A. Server & storage sprawl
- B. Security breaches
- C. Inefficient applications
- D. High system utilization

Answer: A

5. A successful server consolidation project requires cooperation from several customer groups.

Which of the following roles is most important to successful completion?

- A. Customer IT Architect
- B. Operations Manager
- C. Executive Sponsor
- D. Customer Project Manager

Answer: C

6. What is the meaning of NEDC?

- A. New Enterprise Data Center
- B. Node Equalized Data Center
- C. Non-Existent Data Center (Cloud Computing)
- D. New Energy Data Center

Answer: C

7. 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

8. It is important to call at the right level for NEDC projects.

Which of the following is the reason to make Business Resiliency sales calls at the senior IT Director, CIO or higher level?

- A. Operations management only focuses on budget and cost issues and lacks strategic vision
- B. These roles are focused on the overall business risk involved in strategic initiatives
- C. It enables you to discuss the feature/function value of IBM solutions
- D. These individuals will be involved with all follow-on detailed discussions

Answer: B

9. A prospect is confused with the multiple pillars (BR, EE, VC, and II) within the NEDC strategy. They are interested in virtualization and consolidation, but are concerned that too many pillars will result in a compromise and a poor solution.

Which of the following is an effective response?

- A. The pillars are interrelated and should be implemented together for maximum benefit
- B. NEDC Innovation Workshop will help them identify which pillars are most critical and create a roadmap for implementation of one or more pillars
- C. NEDC pillars should be implemented one at a time like most applications, combining them as goals makes implementation very difficult
- D. Select the most urgent with the highest ROI. Once a successful track record is established other pillars should be implemented

Answer: D

10. It is important for the NEDC Sales Leader to identify energy efficiency opportunities in a variety of customer

environments.

Which of the following indicates a lack of an energy efficiency strategy?

- A. Fewer than 50% of servers virtualized
- B. Tracking only Power Utilization metric
- C. Tracking only Data Center Index Efficiency
- D. No energy measurements in place

Answer: D

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