

Exam Code: 000-326

Exam Name: IBM Grid Computing Technical Sales V2

Vendor: IBM

Version: DEMO

Part: A

1: A commercial customer has identified a home-grown application for a grid project, and they are asking IBM to formulate an initial business proposal. Which of the following actions would be best for the grid architect to take to qualify the opportunity?

- A. Register the customer in a Globus Toolkit architecture and implementation class.
- B. Design the grid solution and recommend grid infrastructure software to the customer.
- C. Propose completion of a grid application assessment questionnaire with the customer.
- D. Start the technical analysis of the application and study the impact on the bandwidth of the network.
- E. Introduce the customer to a local grid infrastructure software vendor such as Avaki, Platform Computing, or DataSynapse.

Correct Answers: C

2: Which of the following is the key factor that makes GPFS a high performance file system for a grid?

- A. Utilizes the high speed switch network of eServer clusters.
- B. Uniformly stripes data across the available storage devices.
- C. Only supports high performance AIX and Linux servers.
- D. Scales to support 128 nodes accessing the data concurrently.

Correct Answers: B

3: Which of the following materials CANNOT be obtained from the Grid computing playbook?

- A. A Grid Computing customer presentation
- B. Key contact list to the Grid sales, marketing and technical team
- C. Sample IBM software that supports the development of a Grid environment
- D. IBM's Grid Offerings that have been designed to address specific industry needs

Correct Answers: C

4: Platform Computing provides a product that allows a customer to build a grid from multiple desktop PCs running Microsoft Windows and schedule jobs across this grid to harness unused processor resources. This product is called:

- A. Clusterware
- B. MultiCluster
- C. License Scheduler
- D. Symphony

Correct Answers: D

5: Which of the following is NOT an expected outcome of the Grid Innovation Workshop?

- A. Derived ROI and grid economics costing
- B. Identified pilot project timeline and next steps
- C. Educated customers and a high-level strategy for grid computing
- D. Identified business and technical goals and critical success factors

Correct Answers: A

6: Which grid computing competitor seeks to displace high-performance UNIX platforms with lower priced Linux clusters that run on commodity hardware?

- A.Sun
- B.SGI
- C.Oracle
- D.HP

Correct Answers: C

7: A pharmaceutical company wants to investigate grid computing within a desktop scavenging environment in their organization. They have tens of thousands of PCs across the world that potentially could participate in this environment over time. Which of the following ISVs has the most experience with this type of grid requirement?

- A.Avaki
- B.Platform Computing
- C.DataSynapse
- D.United Devices

Correct Answers: D

8: Which of the following competitors proposes grid solutions that promise the lowest price?

- A.HP
- B.SCO
- C.Sun
- D.Dell

Correct Answers: D

9: Which of the following would satisfy requirements for accessing heterogeneous data with grid technology?

- A.A high-speed network to connect executives that require high quality image graphics
- B.A high-capacity processing complex that can cope with high variability in demand across a number of sites
- C.An integrated distributed network of related businesses to share procedures across a common business process
- D.A high-capacity IT environment to process parameter-based programs in a university physics department research group
- E.A global query facility for heterogeneously formatted and highly distributed data.

Correct Answers: E

10: A grid opportunity is considered qualified when which of the following conditions is present?

- A.An application is identified and the technical team is willing to proceed with a pilot approved by an executive sponsor.
- B.The customer CTO attended a grid customer event organized by IBM and wants to know more about the underlying technology of grid.
- C.The IT operation team is experiencing significant down time on a 3rd party monolithic

application and wants to consider grid as a solution.

D.The Customer Line of Business and the CTO are willing to attend a grid briefing at an Executive Briefing Center in order to learn more about grid technology and IBM offerings.

Correct Answers: A

11: Which of the following business and technology areas does NOT have announced IBM Grid Solutions?

A.Business Analytics

B.Engineering and Design

C.Media and Entertainment

D.Research and Development

Correct Answers: C

12: IBM Solutions Grid for Business Partners provides which of the following?

A.A test bed for developer access to IBM grid middleware

B.Resources for enabling and validating grid software

C.A utility hosting resource for IBM Business Partners' applications

D.Remote access to IBM internal grid development systems for Business Partners

Correct Answers: B

13: IBM is bidding a Linux grid solution against Sun. The customer believes that the Sun and IBM proposals offer the same functions, however the Sun approach is based on tried and tested software, while IBM's Linux solution has not been adequately tested. Which of the following would be the best approach to address the customer objection?

A.Reference the acceptance of Linux in the marketplace for critical business systems.

B.Explain the functionality, openness and development of IBM's grid offerings.

C.Explain that IBM's grid proposals are based on open standards allowing the customer to determine the most appropriate platforms to use.

D.Review the overall business case and confirm how grid would bring substantial benefits.

Correct Answers: A

14: Which of the following statements is NOT true about IBM competitor Grid offerings?

A.Microsoft provides its own grid desktop middleware.

B.HP positions Grid as one component of Utility Data Center but has no Grid middleware product.

C.Oracle provides a Globus development toolkit that integrates Oracle products with Globus grid capabilities.

D.Sun offers N1 Grid Engine as grid middleware that supports heterogeneous operating systems including AIX and Windows.

Correct Answers: A

15: IBM, in collaboration with the UK government, is leading an eScience initiative to build a national database for mammography, cancer and degenerative brain disease image studies. What is the name of this project?

A.eUMCB

- B.eDigPic
- C.eDiamond
- D.eGridMam

Correct Answers: C

16: A grid solution in Life Sciences would be most appropriate for addressing which of the following issues?

- A.Drug production scheduling difficulties are increasing costs.
- B.Lack of communication with the sales force is causing regulatory non-compliance.
- C.Poor sales analysis is contributing to declining revenues for key products.
- D.Information consolidation delays during research and clinical trial phases result in late market availability of products.

Correct Answers: D

17: Which of the following would be the best approach for overcoming a customer objection that IBM is too dependent on third party vendors that are outside of its control?

- A.Show that IBM has been able to successfully integrate solutions with Business Partners to provide customers with the best overall solution.
- B.Explain that there is a large base of servers running Linux in the marketplace.
- C.Encourage the prospect to ensure that applications are easily transportable between Linux distributions.
- D.Explain how IBM provides support through the IBM Business Partner Programs.

Correct Answers: A

18: Platform Symphony is designed for which of the following industry areas?

- A.Automotive
- B.Financial Services
- C.Electronics
- D.Aerospace
- E.Life Sciences

Correct Answers: B

19: IBM Server Allocation for WebSphere Application Server provides virtualization of application servers that allow:

- A.Web Service provisioning and accounting according to its usage
- B.Mapping of external TCP/IP addresses to virtual TCP/IP addresses
- C.Management of multiple workloads across a pool of WebSphere application servers
- D.Federation of WebSphere Application Server data that are distributed among heterogeneous platforms

Correct Answers: C

20: For a grid computing project, which of the following has been observed to achieve the greatest financial impact?

- A.Reduction of network costs

B.Reduction in manual scheduling workload

C.Enablement of new business capabilities

D.Better differentiation of IT and line of business responsibilities

Correct Answers: C