**Answer:** D

**QUESTION:** 21
Authorized IBM Business Partners may secure special pricing for IBM Solutions for Smart Business by ___________________________.

A. having an IBM resource enter an authorized special bid
B. including Hardware and other PPA Software in the deal and getting better bottom-line pricing
C. there is no special pricing for IBM Solutions for Smart Business as these solutions have been priced effectively for Mid Market
D. negotiating a special price with their VAD based upon volume

**Answer:** B

**QUESTION:** 22
What are the program requirements for Solutions for Smart Business that allows a partner to earn extra incentives?

A. Get 2 Technical Certifications or pass at least 2 Technical Sales Mastery tests in the appropriate brand group and get at least one Sales Mastery or Sales certification in the brand group
B. Provide at least 2 references from customers that you have sold virtual desktop infrastructure solutions
C. Sell the solution as part of a bundled offering with a qualified IBM System X server.
D. A or C

**Answer:** D

**QUESTION:** 23
The IBM Foundation for Smart Business is complimented by which industry leading backup technology?

A. Acronis
B. TSM - IBM Tivoli Storage Manager
C. Idb - Intelligent Disk backup
D. Time Machine

**Answer:** B
**QUESTION:** 24
Is it true or false that Linux and middleware administration skills are a must to administer IBM Smart Business solutions?

A. True. Linux requires many command line scripts for administration.
B. False. IBM Smart Business solutions support automated installation for ease of deployment.
C. False. Various batch files are created to allow easier Linux administration.
D. True. There is no sure way to allow Linux administration without deep Linux skills.

**Answer:** B

**QUESTION:** 25
The Foundation for Smart Business adds a wrapper around proven applications, which provides which of the following capabilities?

A. Backup / Recovery
B. Autonomics
C. Instant Messaging
D. A and B

**Answer:** D
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