C4090-959^{Q&As}

Enterprise Storage Sales V3

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QUESTION 1

A health care provider who uses Oracle applications on UNIX servers needs to keep 30 back-up copies of the Oracle Database each month.The provider currently stores all copies on a primary disk system but growth is becoming a problem. Which IBM technology can reduce the health care provider\\'s need to purchase an additional disk and provide fast restoration of the data, if required?

A. Easy Tier with QS8870

B. TS7740 virtual tape

C. deduplication with ProtecTIER

D. System Storage Archive Manager for TSM

Correct Answer: C

Reference: http://www-03.ibm.com/systems/storage/tape/ts7700/

QUESTION 2

The sales specialist is in a meeting with the Chief Architect, Operations Manager and the lead Storage Administrator.The next step is to present a highly technical solution for enterprise storage. What information should the sales specialist gather during the meeting?

A. an order for the equipment

B. an introduction to the CFO

C. an understanding of the decision criteria

D. a follow-up meeting with the lead Storage Administrator

Correct Answer: C

QUESTION 3

A customer has several different storage systems from different vendors all connected on a storage area network.All arrays are at least 80% utilized, and the customer needs additional capacity.Rack space and power are very limited. Which SAN Volume Controller concept should a sales specialist emphasize to convince the customer to purchase a SAN Volume Controller?

A. Compression

B. Deduplication

C. Virtualization

D. Block and file I/O

Correct Answer: A

Reference: http://www-03.ibm.com/systems/storage/software/virtualization/svc/index.html

QUESTION 4

An IBM Business Partner has sold a storage subsystem to an end-user customer. Who is responsible for scheduling and ensuring completion of the pre-sales or pre-installation Technical and Delivery Assessment?

A. IBM Distributor

B. IBM Business Partner

C. IBM Storage Representative

D. IBM Channel Technical Storage Specialist (CTSS)

Correct Answer: D

QUESTION 5

What is most important in the proof of concept process?

A. timing

B. logistics

C. test plan

D. acceptance criteria

Correct Answer: D

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