



C4090-959^{Q&As}

Enterprise Storage Sales V3

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QUESTION 1

IBM Smarter Storage systems have which of these characteristics?

- A. Efficient by Design, Big Data Ready, Self-Optimizing
- B. Efficient by Design, Self-Optimizing, Cloud Agile
- C. Big Data Ready, Self-Optimizing, Cloud Agile
- D. Efficient by Design, Big Data Ready, Cloud Agile

Correct Answer: B

Reference: <http://www-03.ibm.com/systems/storage/news/announcement/ibm-smarter-storage-20120604.html>

QUESTION 2

A customer is considering a new storage solution that would provide for a virtualized storage pool. Which question should the sales specialist ask in order to identify the proper solution?

- A. Is SSD a requirement for you?
- B. Is thin provisioning a requirement?
- C. Are you going to require global mirror?
- D. Do you need to scale performance as you grow?

Correct Answer: D

QUESTION 3

A customer is considering a move to a virtualized server environment. Which benefit would be achieved by the implementation of the Real4ime Compression Appliance?

- A. Reduction in time to backup
- B. Reduction in VMware snapshot times
- C. Increase in the Recovery Time Objective
- D. Increase in the Recovery Point Objective

Correct Answer: A

QUESTION 4

A customer identifies a need for a net new tape library. Millions of small files across hundreds of servers need to be



backed up, and there are also terabytes of data that are video files. Cost is a key factor to this customer. Which unique feature in the TS3500 should the seller focus on over smaller IBM tape libraries?

- A. Robotics
- B. 4 or 8Gbps SAN connectivity
- C. Intermix of LTO and Jaguar drives
- D. Intermix of different operating systems

Correct Answer: C

QUESTION 5

A customer is looking at proposals from IBM, EMC, HP, and HDS, each of which have slightly different usable capacities. Each vendor has a different way of pricing disk drives as well as advanced function software. The customer needs to determine how much each solution will cost over the life of the solution. What is the best way to calculate that actual cost to make each vendor comparable?

- A. cost per TB
- B. price per IOPS
- C. total cost of ownership
- D. total cost of acquisition

Correct Answer: C

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