



C1000-020^{Q&As}

IBM New Workloads Sales V2

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QUESTION 1

A customer has purchased a new IBM Storwize V7000 and wants a 4-hour response time. What is the standard warranty for IBM Storwize V7000?

- A. 9 to 5 same day
- B. 24 x 7, 2-hour response
- C. 9 to 5 next business day
- D. 24 x 7, 4-hour response

Correct Answer: C

QUESTION 2

Which function does a pre-install Technical and Delivery Assessment (TDA) perform?

- A. Review the customer pricing of the IBM storage solution.
- B. Provide a roadmap of questions to use when reviewing a proposal for IBM storage products prior to ordering.
- C. Use a checklist of questions to assess the site readiness for installation.
- D. Review the technical configuration before ordering the storage solution.

Correct Answer: B

QUESTION 3

Why would a client ask for an ROI calculation for a proposed IBM storage solution?

- A. To measure the time until an investment is depreciated
- B. To measure the overall OPEX and CAPEX
- C. To determine how a lease is a better option than a purchase
- D. To measure the financial benefit of an investment over a given period

Correct Answer: D

QUESTION 4

A customer is looking at several competing storage proposals and asks the sales representative why Total Cost of Ownership (TCO) is important.

Which response should be the sales specialist give based on IBM's definition of TCO?



- A. It evaluates the complete cost of acquisition of the asset.
- B. It provides for the evaluation of the ongoing OPEX costs.
- C. It provides for the evaluation of the comparison acquisition costs of IBM with the competition.
- D. It evaluates the complete cost of ownership of an asset.

Correct Answer: A

QUESTION 5

An IT manager needs a solution to monitor, automate, and analyze a complex storage environment. Which solution should the sales specialist recommend?

- A. IBM Spectrum Copy Data Management
- B. IBM Cloud Manager with OpenStack
- C. IBM Spectrum Connect
- D. IBM Spectrum Control

Correct Answer: D

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