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QUESTION 1

Which feature of the IBM storage portfolio can make the cost of IBM FlashSystem V9000 competitive with the cost per TB of spinning disk?

- A. Data Reduction Pools
- B. High IOPS
- C. Ultra Low Latency
- D. Easy Tier

Correct Answer: B

QUESTION 2

Which IBM solution that uses FlashCore technology includes data deduplication?

- A. IBM Storwize V7000F
- B. IBM FlashSystem 900
- C. IBM DS8888
- D. IBM FlashSystem A9000

Correct Answer: D

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

Which IBM solution helps a customer manage a heterogeneous storage infrastructure and track the performance of SAN attached devices?

- A. IBM Spectrum Virtualize



- B. IBM Storage Insights Pro
- C. IBM SAN Health
- D. IBM Spectrum Control

Correct Answer: D

QUESTION 5

A customer who has just purchased an IBM FlashSystem A9000 wants to have IBM assistance with implementation and initial training.

Which IBM group should the sales specialist approach?

- A. IBM A9000 Development
- B. IBM Lab Services
- C. IBM SSRs
- D. IBM Technical Advisors

Correct Answer: A

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