



C1000-020^{Q&As}

IBM New Workloads Sales V2

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QUESTION 1

Which IBM PartnerWorld technical resource should a qualified IBM Business Partner use to obtain technical information and competitive comparisons to close a proposal?

- A. IBM Business Partner Innovation Center
- B. IBM Techdocs
- C. IBM DeveloperWorks
- D. IBM Techline

Correct Answer: D

QUESTION 2

A sales specialist is proposing a storage product to an existing IBM storage customer. The product is already installed at a different customer site.

The Technical and Delivery Assessment (TDA) trigger table shows that a pre-install TDA is required for First in Customer Location (FICL).

What is this sales specialist required to perform?

- A. A pre-install TDA is not required as long as power and cooling requirements are reviewed with the customer.
- B. Since a pre-install TDA was already completed on the previous sale, no further action is required.
- C. A pre-install TDA must be completed for this sale since the product is listed in the trigger table.
- D. A pre-sale and pre-install TDA must be completed for this sale since the product is listed in the trigger table.

Correct Answer: C

QUESTION 3

A customer has floor space constraints and needs additional capacity for an application. The current environment is running at 80% utilization.

Which IBM Spectrum Virtualize concept should a sales specialist emphasize to the customer?

- A. Easy Tier
- B. Virtualization
- C. Compression
- D. Clustering

Correct Answer: C



QUESTION 4

Which IBM storage product includes transparent cloud tiering?

- A. IBM Spectrum Protect
- B. IBM Spectrum NAS
- C. IBM Spectrum Accelerate
- D. IBM Spectrum Virtualize

Correct Answer: A

QUESTION 5

An HPC customer wants to manage large amounts of file data across multiple sites. Which solution should the sales specialist propose to the customer?

- A. IBM Spectrum NAS
- B. IBM Spectrum Scale
- C. IBM Spectrum Virtualize
- D. IBM Spectrum Control

Correct Answer: B

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