



C1000-020^{Q&As}

IBM New Workloads Sales V2

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QUESTION 1

Which resource includes information to help move IBM storage opportunities forward?

- A. IBM SSIC
- B. Deal Accelerator Kit
- C. IBM Announcement Letters
- D. Know Your IBM

Correct Answer: B

QUESTION 2

Who is responsible for ensuring that a TDA is performed?

- A. IBM Client Executive
- B. Opportunity owner
- C. Distributor D. IBM SSR

Correct Answer: B

QUESTION 3

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 4

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

QUESTION 5

Which key metric drives a customer's disaster recovery strategy?

- A. Hyperswap
- B. rPerf
- C. RTO
- D. TCA

Correct Answer: C

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