



# C1000-020<sup>Q&As</sup>

IBM New Workloads Sales V2

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#### QUESTION 1

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

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#### QUESTION 2

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

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#### QUESTION 3

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

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#### QUESTION 4

A customer wishes to present natively 400 TB of NFS storage. Which IBM solution should the sales specialist



recommend?

- A. IBM Storwize V7000
- B. IBM Spectrum Archive
- C. IBM Spectrum NAS
- D. IBM A9000

Correct Answer: C

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#### QUESTION 5

In the event of logical corruption, a customer wants to have application-aware backups of a DB2 database that can be quickly restored.

Which solution should be recommended?

- A. Global Mirror
- B. Vdisk Mirroring
- C. IBM Spectrum Control
- D. IBM Spectrum Protect Snapshot

Correct Answer: D

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