



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

IBM New Workloads Sales V2

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### QUESTION 1

Which concern should a sales specialist emphasize when proposing a new high availability storage replication solution between two sites?

- A. Number of hosts attached
- B. Server speed of models
- C. WAN connection
- D. Host attachment protocol of the storage devices

Correct Answer: C

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### QUESTION 2

A customer using IBM SVC hardware has had issues when its own storage team installed upgrades of the IBM Spectrum Virtualize code.

Which hardware option should the sales specialist propose to the customer?

- A. Purchase nodes with Enterprise Class Support
- B. Purchase a cold standby node
- C. Engage IBM Global Technology Services
- D. Install additional SV1 nodes to expand the cluster

Correct Answer: D

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### QUESTION 3

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 4

How does IBM Spectrum Copy Data Management simplify copy data management?

- A. By enabling automation and orchestration of snapshots
- B. By creating daily backups on tape
- C. By activating snapshot features in each storage system
- D. By creating user-profiles to automate copy processes

Correct Answer: A

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#### QUESTION 5

A customer needs to create clones of a production database environment to refresh its test and development environments. The production database contains sensitive data, and automated data masking is required.

Which solution should the sales specialist recommend?

- A. IBM Spectrum Copy Data Management
- B. IBM Spectrum Virtualize
- C. IBM Spectrum Control
- D. IBM Spectrum Project Snapshot

Correct Answer: A

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