



C9020-970^{Q&As}

IBM Enterprise Storage Sales V4

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QUESTION 1

A customer asks you if IBM has a self-service cloud provisioning solution. Which solution should you recommend?

- A. IBM SmartCloud Storage Access
- B. OpenStack
- C. Elastic Storage
- D. IBM Spectrum Protect

Correct Answer: A

QUESTION 2

What is a customer with storage management constraints likely to inquire about?

- A. IBM Spectrum Control
- B. IBM Spectrum Protect
- C. IBM Spectrum Archive
- D. IBM Spectrum Accelerate

Correct Answer: D

QUESTION 3

A customer desires to implement a VMware HA environment by combining a stretched IBM Spectrum Virtualize cluster configuration with VMware vSphere. How does this solution limit downtime in the VMware cluster?

- A. VMware vCenter can then be integrated with the IBM Storage Integration Server.
- B. Virtual machines can be nondisruptively migrated with vMotion between two separate data centers.
- C. The IBM Spectrum Virtualize Storage Replication Adapter (SRA) can be used to automate disaster recovery testing.
- D. Compression allows more Virtual Machines to be stored within one VMware datastore.

Correct Answer: A



QUESTION 4

Which storage solution allows a customer to dramatically increase performance while protecting investment in legacy storage?

- A. IBM DS8870
- B. IBM FlashSystem V840
- C. IBM XIV
- D. IBM Spectrum Protect

Correct Answer: B

QUESTION 5

What are two key advantages of leasing storage equipment over buying storage equipment? (Choose two.)

- A. Leasing eliminates the risk of ownership for the client.
- B. Leasing rates can be depreciated from tax debts.
- C. Leasing provides the best discount for a Special Bid Offering.
- D. Leasing improves the alignment of project cost with project benefits.
- E. Leasing ensures Business Continuity for leased equipment.

Correct Answer: BD

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