



C9020-970^{Q&As}

IBM Enterprise Storage Sales V4

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QUESTION 1

For which two purposes is a TCO calculation used? (Choose two.)

- A. To compare the warranty cost with the maintenance cost
- B. To compare an IBM solution with a competitive solution
- C. To calculate the projected downtime cost for the proposed solution
- D. To differentiate between OPEX and CAPEX for the proposed solution
- E. To compare an IBM solution versus an alternative IBM solution

Correct Answer: BD

QUESTION 2

How is the IBM FlashSystem more efficient than competitor products?

- A. Millisecond response time
- B. Deduplication
- C. Use of SSDs
- D. Lower latency

Correct Answer: D

QUESTION 3

A customer is looking at several competing storage proposals. The customer asks the sales representative why Total Cost of Ownership (TCO) is important.

Which response should the sales person give based on IBM's definition of TCO?

- A. It evaluates the complete cost of ownership of an acquisition over the life of the asset.
- B. It provides for the evaluation of the current cash flow of the asset.
- C. It provides for the evaluation of the comparison acquisition costs of IBM with the competition.
- D. It evaluates the complete cost of acquisition of the asset.

Correct Answer: C



QUESTION 4

What are two important client requirements in reference to storage infrastructure regarding Cloud, Analytics, Mobile, Social, and Security (CAMSS) workloads? (Choose two.)

- A. Provide business insights
- B. Data elasticity
- C. Massive scale and rapid pace
- D. Simplified infrastructure
- E. Controlled data growth

Correct Answer: AC

QUESTION 5

Which tool does a sales specialist use to address customer concerns about performance?

- A. Capacity Magic
- B. ROINow!
- C. Disk Magic
- D. TCONow!

Correct Answer: C

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