



C9020-970^{Q&As}

IBM Enterprise Storage Sales V4

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QUESTION 1

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 2

A customer is interested in using IBM Spectrum Scale, but is concerned about the cost of keeping the data on spinning disk.

How can IBM Spectrum Scale lower costs?

- A. By using OpenStack Cinder to migrate to lower tier storage
- B. By using Easy Tier to migrate to NL-SAS
- C. By using IBM Spectrum Archive to migrate to tape
- D. By using DFSMS to migrate to a lower tier of storage

Correct Answer: B

QUESTION 3

A customer plans to replace its storage infrastructure which supports Oracle databases and a server farm based on VMware by a storage grid architecture. A business partner sales specialist proposes two XIV Storage Systems with 486 TB of usable capacity and implementation services.

Which IBM storage approach should be used to migrate the applications' data at lowest cost?

- A. Migrate the data using IBM Lab Services
- B. Use the native migration facility
- C. Utilize SVC as a migration tool



D. Use host resources to migrate the data using LVM

Correct Answer: B

QUESTION 4

A customer asks how a DS8000 can make its z/OS DB2 environment use existing mainframe channels more efficiently. What is the appropriate response?

- A. Easy Tier will optimize data transfer
- B. Real-time Compression will optimize data transfer
- C. DB2 offload to POWER will optimize data transfer
- D. zHPF will optimize data transfer

Correct Answer: D

QUESTION 5

What is an advantage of IBM XIV compared to EMC VMAX?

- A. Professional migration services
- B. Ease of management
- C. Software priced by capacity
- D. Fully automated software tiering

Correct Answer: C

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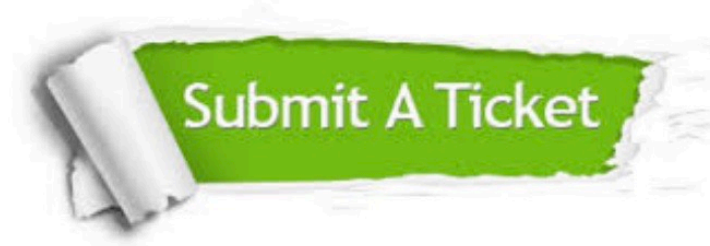
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