



C1000-020^{Q&As}

IBM New Workloads Sales V2

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QUESTION 1

A customer is deploying a new data center and requires a storage solution that provides storage virtualization, management, and archive-to-tape at the lowest cost per TB.

Which solution should the sales specialist recommend?

- A. IBM Spectrum Copy Data Management
- B. IBM Spectrum Virtualize
- C. IBM Spectrum Suite
- D. IBM Spectrum Archive

Correct Answer: D

QUESTION 2

Which function does a pre-install Technical and Delivery Assessment (TDA) perform?

- A. Review the customer pricing of the IBM storage solution.
- B. Provide a roadmap of questions to use when reviewing a proposal for IBM storage products prior to ordering.
- C. Use a checklist of questions to assess the site readiness for installation.
- D. Review the technical configuration before ordering the storage solution.

Correct Answer: B

QUESTION 3

Which product should a sales specialist recommend for a customer who needs to monitor the historical performance of their Oracle database running on a IBM Storwize V7000?

- A. IBM Virtual Storage Center
- B. IBM Spectrum Connect
- C. IBM Spectrum Protect
- D. IBM Spectrum Control Base Edition

Correct Answer: C

QUESTION 4

A customer is looking to add copy services to provide disaster recovery between sites with heterogeneous storage.



Which product should the sales specialist discuss with the customer?

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

Correct Answer: C

QUESTION 5

A customer is spending considerable effort managing its mixed-vendor storage environment. Storage issues include lack of data migration, inability to analyze storage environment or mitigate hot spots and bottlenecks, and no consistent data protection capabilities.

Which IBM storage solution should the sale specialist recommend to enhance the existing environment?

- A. IBM Spectrum Virtualize
- B. IBM Spectrum Accelerate
- C. IBM Virtual Storage Center
- D. IBM Spectrum Control

Correct Answer: D

QUESTION 6

Which tool should be used to verify that a proposed IBM FlashSystem A9000 solution will deliver the performance required by a customer's high transactional database applications?

- A. Batch Magic
- B. Disk Magic
- C. Capacity Magic
- D. STAT

Correct Answer: B

QUESTION 7

An IBM customer wants to implement a block-only, software-defined storage (SDS) solution based on grid storage design with qualified commodity hardware.

Which solution allows the customer to do this?



- A. IBM Spectrum Accelerate
- B. IBM Spectrum Control
- C. IBM Spectrum Virtualize
- D. IBM Spectrum Scale

Correct Answer: D

QUESTION 8

Which feature of the IBM storage portfolio can make the cost of IBM FlashSystem V9000 competitive with the cost per TB of spinning disk?

- A. Data Reduction Pools
- B. High IOPS
- C. Ultra Low Latency
- D. Easy Tier

Correct Answer: B

QUESTION 9

What is a key advantage of leasing storage equipment over buying storage equipment?

- A. Leasing ensures business continuity for leased equipment.
- B. Leasing is not on the client's balance sheet.
- C. Leasing improves the alignment of project cost with project benefits.
- D. Leasing rates automatically reduce over time.

Correct Answer: C

QUESTION 10

Which IBM storage product includes transparent cloud tiering?

- A. IBM Spectrum Protect
- B. IBM Spectrum NAS
- C. IBM Spectrum Accelerate
- D. IBM Spectrum Virtualize



Correct Answer: A

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