



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 currently has a XIV Gen2 system and is complaining about the performance for its business analytics.

Which feature of the Gen3 XIV should improve this workload?

- A. Self-encrypting drives
- B. Flash cache
- C. Hyper-Scale Mobility
- D. 4 TB drives

Correct Answer: D

QUESTION 3

As part of a large storage project, a customer is asking for an IBM business continuity solution. What is the most important pre-requisite(s) a sales specialist should ask for?

- A. What kind of data will the customer store in an information lifecycle appliance?
- B. Does storage virtualization use IBM Spectrum Virtualize?
- C. What are the RPO and RTO objectives for each application?
- D. Does storage management use IBM Spectrum Control?

Correct Answer: D



QUESTION 4

What is a key difference on the warranty between IBM FlashSystem and many of its competitors?

- A. IBM provides on-site coverage for flash module replacement.
- B. IBM provides full coverage for flash modules during the length of the warranty.
- C. IBM provides coverage for flash modules for only one year.
- D. IBM replaces the flash module if the IOPS are within IBM specification.

Correct Answer: D

QUESTION 5

Which EMC product is comparable to IBM Spectrum Control?

- A. EMC VSPEX
- B. EMC ViPR
- C. EMC SRDF
- D. EMC VPLEX

Correct Answer: B

QUESTION 6

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

QUESTION 7

On which IBM server platforms is IBM Spectrum Scale available?



- A. IBM i on POWER, and System z
- B. AIX and IBM i on POWER
- C. AIX on POWER, and System z
- D. Linux and Windows on POWER

Correct Answer: A

QUESTION 8

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 9

Which tool should a sales specialist use to verify that a proposed XIV solution will deliver the performance required by a customer's high transactional database applications?

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

Correct Answer: C

QUESTION 10

A new customer to the TS3500 wants to know if the TS3500 they recently purchased has a three-year 9x5 warranty.

What is the correct answer to give the customer?

- A. One year, 7x24 is the standard warranty.



- B. Three years, 7x24 is the standard warranty.
- C. Three years, 9x5 is the standard warranty.
- D. One year, 9x5 is the standard warranty.

Correct Answer: C

QUESTION 11

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 12

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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