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IBM New Workloads Sales V2

[IBM C1000-020](#)

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QUESTION NO: 1

A customer has floor space constraints and needs additional capacity for an application. The current environment is running at 80% utilization.

Which IBM Spectrum Virtualize concept should a sales specialist emphasize to the customer?

- A. Easy Tier
- B. Virtualization
- C. Compression
- D. Clustering

Answer: C

QUESTION NO: 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.

Answer: B

QUESTION NO: 3

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

- A. IBM replaces the flash modules if the IOPS are within IBM specification.
- B. IBM provides full coverage for flash modules under a maintenance contract.
- C. IBM provides on-site coverage for flash modules replacement.
- D. IBM provides coverage for flash modules for five years.

Answer: B

QUESTION NO: 4

A customer is looking to boost performance of its applications. It has two years left on the lease of existing storage. The customer also has a significant amount of copy services and replication built into its environment.

Which IBM storage solution is able to boost performance without a major change to the customer's environment?

- A. IBM Spectrum Virtualize
- B. IBM FlashSystem V9000
- C. IBM FlashSystem 900
- D. IBM FlashSystem A9000R

Answer: A

QUESTION NO: 5

Which key metric drives a customer's disaster recovery strategy?

- A. Hyperswap
- B. rPerf
- C. RTO D. TCA

Answer: C

QUESTION NO: 6

Which product allows a customer to monitor and recommend optimization for existing storage to align to business requirements?

- A. IBM Spectrum Connect
- B. IBM Spectrum Control
- C. IBM Spectrum Insights
- D. IBM Spectrum Scale

Answer: B

QUESTION NO: 7

Who is responsible for ensuring that a TDA is performed?

- A. IBM Client Executive
- B. Opportunity owner
- C. Distributor
- D. IBM SSR

Answer: B

QUESTION NO: 8

In the event of logical corruption, a customer wants to have application-aware backups of a DB2 database that can be quickly restored.

Which solution should be recommended?

- A. Global Mirror
- B. Vdisk Mirroring
- C. IBM Spectrum Control
- D. IBM Spectrum Protect Snapshot

Answer: D

QUESTION NO: 9

A customer running IBM Spectrum Virtualize is considering adding IBM FlashSystem.

How should the sales specialist describe the IBM Spectrum Virtualize usage of the IBM FlashSystem?

- A. Performance improvements need larger cache.
- B. A separate storage pool is a requirement for Easy Tier. C. IBM FlashSystem can be utilized as Tier 0 for hot data.
- D. IBM FlashSystem requires the customer to define data placement policies.

Answer: B

QUESTION NO: 10

Which IBM solution helps a customer manage a heterogeneous storage infrastructure and track the performance of SAN attached devices?

- A. IBM Spectrum Virtualize
- B. IBM Storage Insights Pro
- C. IBM SAN Health
- D. IBM Spectrum Control

Answer: D

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