



C1000-020^{Q&As}

IBM New Workloads Sales V2

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QUESTION 1

Which IBM software product used by IBM Spectrum Scale moves infrequently accessed data from disk to tape?

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

Correct Answer: D

QUESTION 2

A customer has concerns about the performance of business analytics on its IBM XIV Gen3 system.

Which optional feature of the IBM Gen3 XIV retains the customer's investment in hardware and training and improves performance?

- A. Compression
- B. Self-encryption drives
- C. FlashCache
- D. Hyper-Scale Mobility

Correct Answer: D

QUESTION 3

During a meeting with a customer, an IBM sales specialist discovered that the reason for replacing existing storage is because of long rebuild times and multiple drive failures that have caused data loss and lengthy restores.

Which drive protection method should the sales specialist highlight as a solution with IBM Storwize?

- A. Drive mirroring
- B. Erasure coding
- C. Encryption
- D. Distributed RAID

Correct Answer: D

QUESTION 4



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 5

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

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

- A. It evaluates the complete cost of acquisition of the asset.
- B. It provides for the evaluation of the ongoing OPEX costs.
- C. It provides for the evaluation of the comparison acquisition costs of IBM with the competition.
- D. It evaluates the complete cost of ownership of an asset.

Correct Answer: A

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