



# C1000-020<sup>Q&As</sup>

IBM New Workloads Sales V2

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**QUESTION 1**

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

Correct Answer: A

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**QUESTION 2**

What is the official IBM resource that is targeted at its business partners for information on storage?

- A. IBM DeveloperWorks
- B. Inside System Storage
- C. IBM PartnerWorld
- D. IBM Redbooks

Correct Answer: C

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**QUESTION 3**

Why would a client ask for an ROI calculation for a proposed IBM storage solution?

- A. To measure the time until an investment is depreciated
- B. To measure the overall OPEX and CAPEX
- C. To determine how a lease is a better option than a purchase
- D. To measure the financial benefit of an investment over a given period

Correct Answer: D

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**QUESTION 4**

A customer wants to have a disk storage system that provides recommendations on capacity growth that will optimize performance.



Which solution should the sales specialist recommend?

- A. ESS with intra-tier rebalancing
- B. IBM TS4500 with Disk Optimizer
- C. IBM DCS3860 with Capacity Magic
- D. IBM Storwize V7000 with IBM Storage Insights Pro

Correct Answer: D

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#### QUESTION 5

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

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