



# C4090-959<sup>Q&As</sup>

Enterprise Storage Sales V3

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**QUESTION 1**

If a customer is looking to move to a cloud environment, which key attribute should the storage provide to ensure the success of the cloud?

- A. Storage virtualization
- B. Real time Data Compression
- C. Homogeneous storage from one vendor
- D. Integration of solid-state drives with high speed SAS disks

Correct Answer: A

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**QUESTION 2**

An AIX customer who has a TS3500 with eight D23 frames and 32 TS1140 drives is running out of space in the data center at a time when more storage is needed. What should the sales specialist recommend?

- A. Reduce the number of drives and free up slot capacity
- B. Add an additional eight TS1140 drives to increase capacity
- C. Add LTO high capacity drives and reduce the need for as many slots
- D. Replace some of the D23 frames with S24 frames to provide additional capacity

Correct Answer: D

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**QUESTION 3**

A sales specialist is discussing FO SAN with a customer, who says that it is not the right solution for the company's needs. The customer has another solution in mind but has forgotten the exact name of it, saying only that it has something to

do with the LAN.

Which term is the customer most likely trying to articulate?

- A. SAS
- B. WAN
- C. SATA
- D. SCSI

Correct Answer: D

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#### QUESTION 4

Which financial measurement is a company's CEO typically most concerned with?

- A. P01
- B. TCO
- C. TCA
- D. NPV

Correct Answer: A

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#### QUESTION 5

A customer wants a proposal for storage that includes three years, 7x24 coverage for their DS8800 storage array. How should a sales specialist respond?

- A. Three years, 9x5 is the standard with an option to provide 7x24.
- B. By choosing the correct machine type, three years, 7x24 will be included.
- C. One year, 9x5 is the standard, with an option to provide three years, 7x24.
- D. One year, 7x24 is the standard, with an option to provide three years, 7x24.

Correct Answer: B

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