



# C9020-970<sup>Q&As</sup>

IBM Enterprise Storage Sales V4

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### QUESTION 1

Which type of tape should an IBM sales specialist recommend to an enterprise customer?

- A. SLC
- B. DLT
- C. 3480
- D. LTO

Correct Answer: D

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### QUESTION 2

A business partner uses the IBM TCOnow! tool to produce a Total Cost of Ownership (TCO) report for a customer. Which statement is true regarding a business partner accessing the IBM TCOnow! tool?

- A. The tool has only limited content for business partners while the full tool is available to IBM employees.
- B. The tool is available to download for free from IBM.
- C. The tool can only be run via a web browser on the Partner World site.
- D. The tool must be purchased through CIOview.

Correct Answer: A

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### QUESTION 3

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

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**QUESTION 4**

A customer plans to replace its storage infrastructure which supports Oracle databases and a server farm based on VMware by a storage grid architecture. A business partner sales specialist proposes two XIV Storage Systems with 486 TB of usable capacity and implementation services.

Which IBM storage approach should be used to migrate the applications\' data at lowest cost?

- A. Migrate the data using IBM Lab Services
- B. Use the native migration facility
- C. Utilize SVC as a migration tool
- D. Use host resources to migrate the data using LVM

Correct Answer: B

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**QUESTION 5**

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

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