



C9020-970^{Q&As}

IBM Enterprise Storage Sales V4

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**QUESTION 1**

Which storage solution allows a customer to dramatically increase performance while protecting investment in legacy storage?

- A. IBM DS8870
- B. IBM FlashSystem V840
- C. IBM XIV
- D. IBM Spectrum Protect

Correct Answer: B

QUESTION 2

Which tool should a sales specialist use to verify that a proposed XIV solution will deliver the performance required by a customer's high transactional database applications?

- A. STAT Tool
- B. Batch Magic
- C. Disk Magic
- D. Capacity Magic

Correct Answer: C

QUESTION 3

A customer wants to simplify the back-up and restore processes without increasing head count. How does IBM Spectrum Protect meet this customer's requirements?

- A. It provides multiple administrative roles, maximizing flexibility.
- B. It participates in CAMSS with mobile servers.
- C. It provides a single point of control, minimizing cost.
- D. It exclusively uses IBM Smarter Storage, saving on complexity.

Correct Answer: D

**QUESTION 4**

A sales person is presenting IBM Spectrum Scale to a prospect. The prospect has never heard of IBM Spectrum Scale and raises the concern that this is a new product. Which two responses can a sales person use to alleviate the prospect's concern? (Choose two.)

- A. IBM Spectrum Scale is inexpensive using only non-intelligent SAS disk arrays configured in a highly redundant manner.
- B. IBM Spectrum Scale has been used for many years for high-performance computing environments.
- C. IBM Spectrum Scale is a fixed configuration optimized for the customer's environment.
- D. IBM is ranked number 1 by IDC from the 2nd quarter of 2014 for Software Defined Storage.
- E. IBM has been a leader in storage virtualization for more than 12 years.

Correct Answer: BD

QUESTION 5

A customer has several different storage systems from different vendors all connected on a storage area network. All arrays are at least 80% utilized, and the customer needs additional capacity. Rack space and power are very limited. Which concept should a sales specialist emphasize to convince the customer to purchase IBM Spectrum Virtualize?

- A. Block and file I/O
- B. Virtualization
- C. Compression
- D. Deduplication

Correct Answer: B

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