



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

IBM Enterprise Storage Sales V4

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**QUESTION 1**

In a customer briefing, you present the ability to reduce storage capacity using Real-time Compression as an option to lower hardware costs. How should you describe this capability?

- A. It is an IBM Spectrum Protect based compression feature.
- B. It is a compression and deduplication feature for ProtecTIER.
- C. It is a premium option for Storwize V7000 and IBM Spectrum Virtualize.
- D. It is a standard algorithm for IBM disk and tape devices.

Correct Answer: C

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**QUESTION 2**

A customer is interested in using IBM Spectrum Scale, but is concerned about the cost of keeping the data on spinning disk.

How can IBM Spectrum Scale lower costs?

- A. By using OpenStack Cinder to migrate to lower tier storage
- B. By using Easy Tier to migrate to NL-SAS
- C. By using IBM Spectrum Archive to migrate to tape
- D. By using DFSMS to migrate to a lower tier of storage

Correct Answer: B

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**QUESTION 3**

Which tool should be used to understand the benefit of adding different tiers of disks to an existing Easy Tier storage pool on an existing DS8870?

- A. RMF
- B. IOStats
- C. Perfmon
- D. STAT

Correct Answer: D

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#### QUESTION 4

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

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

- A. It evaluates the complete cost of ownership of an acquisition over the life of the asset.
- B. It provides for the evaluation of the current cash flow of the asset.
- C. It provides for the evaluation of the comparison acquisition costs of IBM with the competition.
- D. It evaluates the complete cost of acquisition of the asset.

Correct Answer: C

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#### QUESTION 5

While on the golf course, how should a sales person find information about power requirements for the DS8870?

- A. Redbook
- B. IBM DSSeries Portal
- C. Quick Reference for IBM System Storage
- D. eConfig

Correct Answer: B

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