



C9020-970^{Q&As}

IBM Enterprise Storage Sales V4

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QUESTION 1

An IBM i customer is interested in an all-flash solution to help with performance and latency in its environment.

Which advantage does the FlashSystem V840 have over the other flash solutions in this environment?

- A. Deduplication
- B. Compression
- C. Support for VIOS
- D. Native i support

Correct Answer: D

QUESTION 2

Which resource should an IBM Storage seller use to protect disk performance for a consolidation to a DS8870?

- A. Capacity Magic
- B. Disk Magic
- C. Batch Magic
- D. TCOnow! for Disk

Correct Answer: C

QUESTION 3

What is an advantage of IBM XIV compared to EMC VMAX?

- A. Professional migration services
- B. Ease of management
- C. Software priced by capacity
- D. Fully automated software tiering

Correct Answer: C

QUESTION 4



Which tool does a sales specialist use to address customer concerns about performance?

- A. Capacity Magic
- B. ROINow!
- C. Disk Magic
- D. TCONow!

Correct Answer: C

QUESTION 5

For which two purposes is a TCO calculation used? (Choose two.)

- A. To compare the warranty cost with the maintenance cost
- B. To compare an IBM solution with a competitive solution
- C. To calculate the projected downtime cost for the proposed solution
- D. To differentiate between OPEX and CAPEX for the proposed solution
- E. To compare an IBM solution versus an alternative IBM solution

Correct Answer: BD

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