



C9020-970^{Q&As}

IBM Enterprise Storage Sales V4

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QUESTION 1

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 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

QUESTION 3

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 4

A SONAS customer is looking for a solution to manage active and inactive data based on policies for different tiers.

What should the IBM sales specialist suggest?

- A. IBM Spectrum Control
- B. IBM Spectrum Virtualize
- C. Active Cloud Engine
- D. DB2 Content Manager

Correct Answer: C

QUESTION 5

A customer asks how a DS8000 can make its z/OS DB2 environment use existing mainframe channels more efficiently. What is the appropriate response?

- A. Easy Tier will optimize data transfer
- B. Real-time Compression will optimize data transfer
- C. DB2 offload to POWER will optimize data transfer
- D. zHPF will optimize data transfer

Correct Answer: D

QUESTION 6

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 7



Which two IBM storage offerings support OpenStack? (Choose two.)

- A. ProtecTIER
- B. Storwize family
- C. TS3500
- D. FlashSystem 840
- E. XIV

Correct Answer: CE

QUESTION 8

What are two key advantages of leasing storage equipment over buying storage equipment? (Choose two.)

- A. Leasing eliminates the risk of ownership for the client.
- B. Leasing rates can be depreciated from tax debts.
- C. Leasing provides the best discount for a Special Bid Offering.
- D. Leasing improves the alignment of project cost with project benefits.
- E. Leasing ensures Business Continuity for leased equipment.

Correct Answer: BD

QUESTION 9

What are two important client requirements in reference to storage infrastructure regarding Cloud, Analytics, Mobile, Social, and Security (CAMSS) workloads? (Choose two.)

- A. Provide business insights
- B. Data elasticity
- C. Massive scale and rapid pace
- D. Simplified infrastructure
- E. Controlled data growth

Correct Answer: AC

QUESTION 10

How is the IBM FlashSystem more efficient than competitor products?



- A. Millisecond response time
- B. Deduplication
- C. Use of SSDs
- D. Lower latency

Correct Answer: D

QUESTION 11

In the event of logical corruption, a customer wishes to have application-aware backups of an Oracle database that could be quickly restored.

Which solution should be recommended?

- A. IBM Spectrum Control for Oracle Integration Feature
- B. Tivoli Storage FlashCopy Manager for backups and restores
- C. DS8870 Global Mirror for incremental point in time copies
- D. XIV Snapshot for VAAI integration

Correct Answer: B

QUESTION 12

Which IBM enterprise storage system supports NDMP backups?

- A. DS8870
- B. XIV
- C. SONAS
- D. IBM Spectrum Virtualize

Correct Answer: C

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