



C4090-959^{Q&As}

Enterprise Storage Sales V3

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QUESTION 1

Which Technical and Delivery Assessment is conducted in cases where a new design or new product is going to be installed at the customer site?

- A. Pre-sale
- B. Post-sale
- C. Pre-install
- D. Post-install

Correct Answer: C

Reference: <http://joevertvik.com/?p=2552>

QUESTION 2

If a customer is looking to move to a cloud environment, which key attribute should the storage provide to ensure the success of the cloud?

- A. Storage virtualization
- B. Real time Data Compression
- C. Homogeneous storage from one vendor
- D. Integration of solid-state drives with high speed SAS disks

Correct Answer: A

QUESTION 3

Which architectural component is a unique part of the XIV system?

- A. Monitors health from a dedicated system management console
- B. Utilizes all installed drives with no need for spare drives
- C. Deduplicates data in the background during light workloads
- D. Converts thick volumes to thin volumes when capacity thresholds are met

Correct Answer: B

QUESTION 4

A customer who has a corporate standard that all projects must have a positive cash flow within twelve months is



reviewing a proposal that the sales specialist submitted. Which financial metric does the customer need?

- A. T C O
- B. NPV
- C. ROI
- D. TCA

Correct Answer: C

QUESTION 5

A customer is considering adding Real-time Compression software to their currently installed SAN Volume Controller. Which workload would benefit most from Real-time Compression software?

- A. video files
- B. database
- C. software development
- D. encrypted files

Correct Answer: B

Reference: <http://www-03.ibm.com/systems/storage/network/rtc/stn6800/features.html>

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