



C9020-970^{Q&As}

IBM Enterprise Storage Sales V4

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QUESTION 1

Which IBM Spectrum Virtualize concept should a sales specialist emphasize to a customer with resource constraints and 80% average storage utilization?

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

Correct Answer: D

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

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 4

A new customer to the TS3500 wants to know if the TS3500 they recently purchased has a three-year 9x5 warranty.

What is the correct answer to give the customer?

- A. One year, 7x24 is the standard warranty.
- B. Three years, 7x24 is the standard warranty.
- C. Three years, 9x5 is the standard warranty.
- D. One year, 9x5 is the standard warranty.

Correct Answer: C

QUESTION 5

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

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