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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