



# C9020-970<sup>Q&As</sup>

IBM Enterprise Storage Sales V4

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#### QUESTION 1

While on the golf course, how should a sales person find information about power requirements for the DS8870?

- A. Redbook
- B. IBM DSSeries Portal
- C. Quick Reference for IBM System Storage
- D. eConfig

Correct Answer: B

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#### QUESTION 2

Which concern should a sales specialist raise with a customer requesting 4TB drives to support an SAP environment?

- A. Higher maintenance costs
- B. More capacity than needed
- C. Higher power requirements
- D. Less performance that needed

Correct Answer: B

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#### QUESTION 3

In a customer briefing, you present the ability to reduce storage capacity using Real-time Compression as an option to lower hardware costs. How should you describe this capability?

- A. It is an IBM Spectrum Protect based compression feature.
- B. It is a compression and deduplication feature for ProtecTIER.
- C. It is a premium option for Storwize V7000 and IBM Spectrum Virtualize.
- D. It is a standard algorithm for IBM disk and tape devices.

Correct Answer: C

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#### QUESTION 4



Which key metric drives a customer's disaster recovery strategy?

- A. TCA
- B. TCO
- C. ROI
- D. RTO

Correct Answer: C

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#### QUESTION 5

A customer has a TS3500 tape library with two expansion frames. Today, the library has ten (10) LTO-2 drives and only 100 tape cartridge slots available. With the LTO-2 drives, a one week rotation would typically utilize 80 tape cartridges. The customer is adding 500 LTO-2 cartridges per year. The cost of maintenance on the LTO-2 drives is getting expensive.

What should you recommend to this customer?

- A. Add two LTO-6 drives and 80 LTO-6 cartridges to start
- B. Replace all LTO-2 drives with LTO-5 drives immediately
- C. Add an expansion frame with six LTO-6 drives and 400 LTO-6 cartridges
- D. Replace all LTO-2 drives with LTO-6 drives immediately

Correct Answer: D

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