C9020-970^{Q&As}

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

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

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

QUESTION 4

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

A. TCA

B. TCO

C. ROI

D. RTO

Correct Answer: C

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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