

# C1000-020<sup>Q&As</sup>

IBM New Workloads Sales V2

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**QUESTION 1**

A customer running IBM Spectrum Virtualize is considering adding IBM FlashSystem.

How should the sales specialist describe the IBM Spectrum Virtualize usage of the IBM FlashSystem?

- A. Performance improvements need larger cache.
- B. A separate storage pool is a requirement for Easy Tier.
- C. IBM FlashSystem can be utilized as Tier 0 for hot data.
- D. IBM FlashSystem requires the customer to define data placement policies.

Correct Answer: B

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**QUESTION 2**

A customer has purchased a new IBM Storwize V7000 and wants a 4-hour response time. What is the standard warranty for IBM Storwize V7000?

- A. 9 to 5 same day
- B. 24 x 7, 2-hour response
- C. 9 to 5 next business day
- D. 24 x 7, 4-hour response

Correct Answer: C

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**QUESTION 3**

Which IBM solution helps a customer manage a heterogeneous storage infrastructure and track the performance of SAN attached devices?

- A. IBM Spectrum Virtualize
- B. IBM Storage Insights Pro
- C. IBM SAN Health
- D. IBM Spectrum Control

Correct Answer: D

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**QUESTION 4**

A sales specialist is proposing a storage product to an existing IBM storage customer. The product is already installed at

a different customer site.

The Technical and Delivery Assessment (TDA) trigger table shows that a pre-install TDA is required for First in Customer Location (FICL).

What is this sales specialist required to perform?

- A. A pre-install TDA is not required as long as power and cooling requirements are reviewed with the customer.
- B. Since a pre-install TDA was already completed on the previous sale, no further action is required.
- C. A pre-install TDA must be completed for this sale since the product is listed in the trigger table.
- D. A pre-sale and pre-install TDA must be completed for this sale since the product is listed in the trigger table.

Correct Answer: C

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#### QUESTION 5

Which IBM solution provides simplified management for a heterogeneous block storage environment?

- A. IBM Spectrum Accelerate
- B. IBM Spectrum Copy Data Management
- C. IBM Spectrum Protect Suite
- D. IBM Virtual Storage Center

Correct Answer: A

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#### QUESTION 6

A customer has floor space constraints and needs additional capacity for an application. The current environment is running at 80% utilization.

Which IBM Spectrum Virtualize concept should a sales specialist emphasize to the customer?

- A. Easy Tier
- B. Virtualization
- C. Compression
- D. Clustering

Correct Answer: C

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#### QUESTION 7

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

- A. Hyperswap
- B. rPerf
- C. RTO
- D. TCA

Correct Answer: C

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**QUESTION 8**

Which product should a sales specialist recommend for a customer who needs to monitor the historical performance of their Oracle database running on a IBM Storwize V7000?

- A. IBM Virtual Storage Center
- B. IBM Spectrum Connect
- C. IBM Spectrum Protect
- D. IBM Spectrum Control Base Edition

Correct Answer: C

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**QUESTION 9**

How does IBM Spectrum Copy Data Management simplify copy data management?

- A. By enabling automation and orchestration of snapshots
- B. By creating daily backups on tape
- C. By activating snapshot features in each storage system
- D. By creating user-profiles to automate copy processes

Correct Answer: A

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**QUESTION 10**

Which product should a sales specialist recommend for a customer that wants to integrate storage management for a Kubernetes environment?

- A. IBM Spectrum Control
- B. IBM Spectrum Virtualize
- C. IBM Spectrum Accelerate
- D. IBM Spectrum Connect

Correct Answer: D

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