

DUMPS ARENA

IBM Traditional Workloads Sales V2

IBM C1000-016

Version Demo

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QUESTION NO: 1

Who is responsible for a penalty due to failure to perform a required Technical and Delivery Assessment at the end user sales transaction?

- A. Sales manager
- B. Client team manager
- C. Technical manager
- D. Business partner

ANSWER: C

QUESTION NO: 2

Which IBM Spectrum product should the sales specialist emphasize when considering the cost of unstructured big data storage?

- A. IBM Spectrum Protect
- B. IBM Spectrum Copy Data Management
- C. IBM Spectrum Archive
- D. IBM Spectrum Virtualize

ANSWER: D

QUESTION NO: 3

Which IBM solution offers long-term storage for private cloud to customers?

- A. IBM Spectrum Protect Snapshot
- B. IBM Spectrum Archive
- C. IBM Spectrum Control
- D. IBM Spectrum Protect Plus

ANSWER: B

QUESTION NO: 4

A customer wants to backup its Veritas environment via S3 protocol. The customer also needs a copy of that data available offsite at its remote disaster recovery site.

Which IBM solution should the sales specialist recommend?

- A. IBM Storwize V7000 and Global Mirror to a remote IBM Storwize V7000
- B. IBM Spectrum Protect for Workstations
- C. IBM Cloud Object Storage
- D. IBM TS4300 and a remote TS4300

ANSWER: B

QUESTION NO: 5

A customer has an IBM Storwize V5020 with Microsoft Exchange and wants to perform application consistent copies with the ability to restore individual data records.

Which two items are needed to perform this save and restore? (Choose two.)

- A. Global Mirror
- B. IBM Spectrum Protect Snapshot
- C. IBM Spectrum Archive
- D. IBM Spectrum Control
- E. FlashCopy

ANSWER: B E

QUESTION NO: 6

A customer has leased a storage solution that doesn't offer encryption. The customer has a requirement to encrypt all data and needs additional capacity.

Which solution should the sales specialist recommend?

- A. IBM FlashSystem A9000

- B. IBM Storwize V5010
- C. IBM Storwize V5020
- D. IBM Storwize V5030

ANSWER: A