

DUMPS ARENA

IBM New Workloads Sales V2

IBM C1000-020

Version Demo

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QUESTION NO: 1

Who is responsible for ensuring that a TDA is performed?

- A. IBM Client Executive
- B. Opportunity owner
- C. Distributor
- D. IBM SSR

ANSWER: B

QUESTION NO: 2

Which feature of the IBM storage portfolio can make the cost of IBM FlashSystem V9000 competitive with the cost per TB of spinning disk?

- A. Data Reduction Pools
- B. High IOPS
- C. Ultra Low Latency
- D. Easy Tier

ANSWER: B

QUESTION NO: 3

What helps a customer reduce training for a small staff when managing multiple IBM products?

- A. Redbooks
- B. Common GUI
- C. Technical Advisor Program
- D. Directed Maintenance Package

ANSWER: B

QUESTION NO: 4

Which IBM Spectrum option provides for block storage provisioning in an OpenStack powered cloud?

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

ANSWER: B

QUESTION NO: 5

Which product allows a customer to monitor and recommend optimization for existing storage to align to business requirements?

- A. IBM Spectrum Connect
- B. IBM Spectrum Control
- C. IBM Spectrum Insights
- D. IBM Spectrum Scale

ANSWER: B

QUESTION NO: 6

What is a key difference on the warranty between IBM FlashSystem and many of its competitors?

- A. IBM replaces the flash modules if the IOPS are within IBM specification.
- B. IBM provides full coverage for flash modules under a maintenance contract.
- C. IBM provides on-site coverage for flash modules replacement.
- D. IBM provides coverage for flash modules for five years.

ANSWER: B

QUESTION NO: 7

A customer has an existing XIV storage environment that is running out of capacity. The customer wants to add a flash storage system that utilize the same grid architecture design and device drivers.

Which storage solution should be considered?

- A. IBM DS8886
- B. IBM Spectrum Virtualize
- C. IBM FlashSystem 900
- D. IBM FlashSystem A9000R

ANSWER: D

QUESTION NO: 8

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

ANSWER: D

QUESTION NO: 9

Which IBM software product used by IBM Spectrum Scale moves infrequently accessed data from disk to tape?

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

D. IBM Spectrum Archive

ANSWER: D

QUESTION NO: 10

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

ANSWER: C