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IBM Traditional Workloads Sales V2

IBM C1000-016

Version Demo

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QUESTION NO: 1

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: 2

A customer needs to replace an existing competitive solution. An IBM business partner has offered IBM Storwize V5010 as a solution to help ease implementation and conversation.

What should the sales specialist highlight to the customer?

A. IBM Storwize host attachment kit for online server-based migration

B. IBM Storwize using Copy Data Manager for storage migration

C. IBM Storwize online data migration function

D. IBM Storwize synchronous mirror function

ANSWER: D

QUESTION NO: 3

A customer's video surveillance solution is characterized by large data transfers.

Which workload description fits the solution profile?

A. A transaction-based workload

B. A random workload

C. A throughput-based workload

D. A compressed workload

ANSWER: C

A customer has multiple block storage tiers in its environment but has a provisioning scheme where volumes are defined on a single tier. The customer has asked for a more flexible approach to tiering.

Which IBM solution is simple and easy to implement for this customer?

A. IBM Spectrum Connect

B. IBM Spectrum Accelerate

C. IBM Spectrum Virtualize

D. IBM Spectrum Scale

ANSWER: C

A customer wants the lowest cost solution that offers encryption.

Which storage system should be recommended?

A. IBM Storwize V5010

B. IBM Storwize V5020

C. IBM Storwize V5030

D. IBM Storwize V7000

ANSWER: D

Which IBM product should a sales person recommend if external encryption key management is desired?

A. IBM Spectrum Protect

B. IBM Security Access Manager

C. IBM Security Key Lifecycle Manager

D. IBM QRadar Security Information and Event Management

ANSWER: C