DUMPSARENA

IBM New Workloads Sales V2

IBM C1000-020

Version Demo

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QUESTION NO: 1

A customer wants to implement a software-defined storage solution and has existing storage leases that they want to leverage as part of the solution.

Which IBM SAN Volume Controller license is required?

A. Encryption

B. Virtualization

C. Replication

D. Real-time Compression

ANSWER: C

QUESTION NO: 2

During a meeting with a customer, an IBM sales specialist discovered that the reason for replacing existing storage is because of long rebuild times and multiple drive failures that have caused data loss and lengthy restores.

Which drive protection method should the sales specialist highlight as a solution with IBM Storwize?

A. Drive mirroring

B. Erasure coding

C. Encryption

D. Distributed RAID

ANSWER: D

QUESTION NO: 3

Which resource includes information to help move IBM storage opportunities forward?

A. IBM SSIC

B. Deal Accelerator Kit

C. IBM Announcement Letters

D. Know Your IBM

ANSWER: B

QUESTION NO: 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.

ANSWER: C

QUESTION NO: 5

In a customer briefing for IBM Flash System 900, the ability to reduce storage capacity using compression is presented as an option to lower hardware costs.

How should this capability be described?

A. It is a compression and deduplication feature.

B. It is a standard algorithm for all IBM disk and tape devices.

C. It is a licensed function.

D. It is primary storage data reduction by using a purpose-built technology.

ANSWER: D

QUESTION NO: 6

A customer wishes to present natively 400 TB of NFS storage.

Which IBM solution should the sales specialist recommend?

A. IBM Storwize V7000

B. IBM Spectrum Archive

C. IBM Spectrum NAS

D. IBM A9000

ANSWER: C

QUESTION NO: 7

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: 9

A customer who has just purchased an IBM FlashSystem A9000 wants to have IBM assistance with implementation and initial training.

Which IBM group should the sales specialist approach?

A. IBM A9000 Development

B. IBM Lab Services

C. IBM SSRs

D. IBM Technical Advisors

ANSWER: A

QUESTION NO: 10

An IT manager needs a solution to monitor, automate, and analyze a complex storage environment.

Which solution should the sales specialist recommend?

A. IBM Spectrum Copy Data Management

B. IBM Cloud Manager with OpenStack

C. IBM Spectrum Connect

D. IBM Spectrum Control

ANSWER: D

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