

C1000-020^{Q&As}

IBM New Workloads Sales V2

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QUESTION 1

Which tool should be used to verify that a proposed IBM FlashSystem A9000 solution will deliver the performance required by a customer's high transactional database applications?

- A. Batch Magic
- B. Disk Magic
- C. Capacity Magic
- D. STAT

Correct Answer: B

QUESTION 2

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

QUESTION 3

A customer has concerns about the performance of business analytics on its IBM XIV Gen3 system.

Which optional feature of the IBM Gen3 XIV retains the customer's investment in hardware and training and improves performance?

- A. Compression
- B. Self-encryption drives
- C. FlashCache
- D. Hyper-Scale Mobility

Correct Answer: D

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

QUESTION 5

An HPC customer wants to manage large amounts of file data across multiple sites. Which solution should the sales specialist propose to the customer?

- A. IBM Spectrum NAS
- B. IBM Spectrum Scale
- C. IBM Spectrum Virtualize
- D. IBM Spectrum Control

Correct Answer: B

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