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QUESTION 1

Who is responsible for ensuring that a TDA is performed?

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

Correct Answer: B

QUESTION 2

Why would a client ask for an ROI calculation for a proposed IBM storage solution?

- A. To measure the time until an investment is depreciated
- B. To measure the overall OPEX and CAPEX
- C. To determine how a lease is a better option than a purchase
- D. To measure the financial benefit of an investment over a given period

Correct Answer: D

QUESTION 3

What is the most cost efficient storage medium for large backup and archival data?

- A. Tape
- B. Near-line disk
- C. Large SAS disk
- D. Cloud

Correct Answer: A

QUESTION 4

Which IBM solution that uses FlashCore technology includes data deduplication?

- A. IBM Storwize V7000F
- B. IBM FlashSystem 900
- C. IBM DS8888

D. IBM FlashSystem A9000

Correct Answer: D

QUESTION 5

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

Correct Answer: D

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