

# C1000-020<sup>Q&As</sup>

IBM New Workloads Sales V2

**Pass IBM C1000-020 Exam with 100% Guarantee**

Free Download Real Questions & Answers **PDF** and **VCE** file from:

<https://www.pass2lead.com/c1000-020.html>

100% Passing Guarantee  
100% Money Back Assurance

Following Questions and Answers are all new published by IBM Official Exam Center

-  **Instant Download** After Purchase
-  **100% Money Back** Guarantee
-  **365 Days** Free Update
-  **800,000+** Satisfied Customers



**QUESTION 1**

A customer is looking at several competing storage proposals and asks the sales representative why Total Cost of Ownership (TCO) is important.

Which response should be the sales specialist give based on IBM's definition of TCO?

- A. It evaluates the complete cost of acquisition of the asset.
- B. It provides for the evaluation of the ongoing OPEX costs.
- C. It provides for the evaluation of the comparison acquisition costs of IBM with the competition.
- D. It evaluates the complete cost of ownership of an asset.

Correct Answer: A

---

**QUESTION 2**

An IBM i customer is interested in an all-flash solution to help with performance and latency.

Which advantage does the IBM FlashSystem 900 have over other vendors' flash solutions in this environment?

- A. Native IBM I support
- B. HyperSwap
- C. Support for VIOS
- D. PowerHA support

Correct Answer: B

---

**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 customer is looking to add copy services to provide disaster recovery between sites with heterogeneous storage.

Which product should the sales specialist discuss with the customer?

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

Correct Answer: C

---

**QUESTION 5**

An IBM Spectrum Scale customer needs to increase data capacity, while reducing TCO for data storage for this cluster.

Which IBM offering will lower TCO for IBM Spectrum Scale?

- A. IBM Spectrum Copy Data Management
- B. IBM Spectrum Archive
- C. IBM Spectrum Connect
- D. IBM Spectrum Control

Correct Answer: B

[C1000-020 PDF Dumps](#)

[C1000-020 VCE Dumps](#)

[C1000-020 Practice Test](#)