C9020-970^{Q&As}

IBM Enterprise Storage Sales V4

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QUESTION 1

While on the golf course, how should a sales person find information about power requirements for the DS8870?

A. Redbook

B. IBM DSSeries Portal

C. Quick Reference for IBM System Storage

D. eConfig

Correct Answer: B

QUESTION 2

Which technical resource should a business partner use in PartnerWorld to obtain technical information and competitive comparisons to close a proposal?

A. Techdocs

B. Techline

C. BP Innovation Center

D. DeveloperWorks

Correct Answer: D

QUESTION 3

A customer wishes to have a disk storage system that provides recommendations on moving data to optimize performance.

Which solution should you recommend to this customer?

A. IBM Spectrum Control with V7000

B. V5000 with Capacity Magic

C. TS3500 with Disk Optimizer

D. ESS with Intratier Rebalancing

Correct Answer: C

QUESTION 4

What simplifies customer training requirements for storage management across multiple IBM enterprise offerings?

A. Redbooks

B. Storage GUIs

C. DS Storage Manager

D. Directed Maintenance Package

Correct Answer: D

QUESTION 5

What is a key difference on the warranty between IBM FlashSystem and many of its competitors?

A. IBM provides on-site coverage for flash module replacement.

B. IBM provides full coverage for flash modules during the length of the warranty.

C. IBM provides coverage for flash modules for only one year.

D. IBM replaces the flash module if the IOPS are within IBM specification.

Correct Answer: D

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