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IBM Enterprise Storage Sales V4

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QUESTION 1

Which HP storage system offers similar features of efficiency to IBM XIV?

- A. HP 3PAR
- B. HP LeftHand
- C. HP MSA
- D. HP EVA

Correct Answer: C

QUESTION 2

A customer has asked about software defined storage. It has a heterogeneous storage environment.

Which IBM solution helps the customer implement software defined storage and leverage its investment in existing storage?

- A. IBM Spectrum Control
- B. ProtecTIER
- C. DS8870
- D. XIV

Correct Answer: A

QUESTION 3

How is the IBM FlashSystem more efficient than competitor products?

- A. Millisecond response time
- B. Deduplication
- C. Use of SSDs
- D. Lower latency

Correct Answer: D

QUESTION 4



Which type of tape should an IBM sales specialist recommend to an enterprise customer?

- A. SLC
- B. DLT
- C. 3480
- D. LTO

Correct Answer: D

QUESTION 5

A customer wants to implement a software defined storage solution but has existing leases in competitive storage.

Which advantage does IBM Spectrum Control have to help the customer move forward with implementation?

- A. Virtualization
- B. Replication
- C. Encryption
- D. Compression

Correct Answer: C

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