



# C9020-970<sup>Q&As</sup>

IBM Enterprise Storage Sales V4

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#### QUESTION 1

What are two key advantages of leasing storage equipment over buying storage equipment? (Choose two.)

- A. Leasing eliminates the risk of ownership for the client.
- B. Leasing rates can be depreciated from tax debts.
- C. Leasing provides the best discount for a Special Bid Offering.
- D. Leasing improves the alignment of project cost with project benefits.
- E. Leasing ensures Business Continuity for leased equipment.

Correct Answer: BD

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#### QUESTION 2

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

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#### QUESTION 3

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

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#### QUESTION 4



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

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#### 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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