C9020-970^{Q&As}

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

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

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

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

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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