



C4090-959^{Q&As}

Enterprise Storage Sales V3

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QUESTION 1

How do IBM storage products achieve the Self-Optimizing attribute of IBM Smarter Storage?

- A. By predicting which drives are going to fail before data is lost
- B. By automatically moving data to the most appropriate storage tier
- C. By changing speed of individual disks to reduce energy consumption
- D. By allowing administrators to manually tune the performance of the system

Correct Answer: B

Reference: <http://public.dhe.ibm.com/common/ssi/ecm/en/tss03101usen/TSS03101USEN.PDF> (page 4)

QUESTION 2

A sales specialist is preparing a proposal for a customer whose internal cost for borrowing money is 5%. What should be highlighted in the proposal?

- A. The Return On Investment is greater than 6%.
- B. The Net Present Value is 5 months or less.
- C. The lease note will be above 5%.
- D. The Total Cost of Ownership is positive by at least 5%.

Correct Answer: A

QUESTION 3

A customer is looking for a solution that will handle their long-term data retention needs within the hardware. They need to avoid the potential erasure or modification of that data. Which IBM disk product provides the best solution for this customer?

- A. N7900
- B. SONAS
- C. DS3599
- D. XIV Gen3

Correct Answer: A

QUESTION 4



What is an advantage of IBM XIV System Storage over HP P10000 (3PAR) in a cloud environment?

- A. QoS integration
- B. Distributed node design
- C. Scales with performance
- D. Tier-less architecture design

Correct Answer: D

QUESTION 5

Which Business Continuity capability provides a customer with access to applications regardless of local failures, whether these failures are in the business processes, the physical facilities, or the IT hardware or software?

- A. High Availability
- B. Disaster Recovery
- C. Contingency Planning
- D. Continuous Operations

Correct Answer: A

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