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QUESTION 1

A customer wishes to present natively 400 TB of NFS storage. Which IBM solution should the sales specialist recommend?

- A. IBM Storwize V7000
- B. IBM Spectrum Archive
- C. IBM Spectrum NAS
- D. IBM A9000

Correct Answer: C

QUESTION 2

A customer is looking to boost performance of its applications. It has two years left on the lease of existing storage. The customer also has a significant amount of copy services and replication built into its environment.

Which IBM storage solution is able to boost performance without a major change to the customer's environment?

- A. IBM Spectrum Virtualize
- B. IBM FlashSystem V9000
- C. IBM FlashSystem 900
- D. IBM FlashSystem A9000R

Correct Answer: A

QUESTION 3

What is the most cost efficient storage medium for large backup and archival data?

- A. Tape
- B. Near-line disk
- C. Large SAS disk
- D. Cloud

Correct Answer: A

QUESTION 4

A customer who has just purchased an IBM FlashSystem A9000 wants to have IBM assistance with implementation and



initial training.

Which IBM group should the sales specialist approach?

- A. IBM A9000 Development
- B. IBM Lab Services
- C. IBM SSRs
- D. IBM Technical Advisors

Correct Answer: A

QUESTION 5

Which feature of the IBM storage portfolio can make the cost of IBM FlashSystem V9000 competitive with the cost per TB of spinning disk?

- A. Data Reduction Pools
- B. High IOPS
- C. Ultra Low Latency
- D. Easy Tier

Correct Answer: B

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