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QUESTION 1

What is a key advantage of leasing storage equipment over buying storage equipment?

- A. Leasing ensures business continuity for leased equipment.
- B. Leasing is not on the client's balance sheet.
- C. Leasing improves the alignment of project cost with project benefits.
- D. Leasing rates automatically reduce over time.

Correct Answer: C

QUESTION 2

What is a key difference on the warranty between IBM FlashSystem and many of its competitors?

- A. IBM replaces the flash modules if the IOPS are within IBM specification.
- B. IBM provides full coverage for flash modules under a maintenance contract.
- C. IBM provides on-site coverage for flash modules replacement.
- D. IBM provides coverage for flash modules for five years.

Correct Answer: B

QUESTION 3

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

QUESTION 4

A customer is looking at several competing storage proposals and asks the sales representative why Total Cost of Ownership (TCO) is important.

Which response should be the sales specialist give based on IBM's definition of TCO?



- A. It evaluates the complete cost of acquisition of the asset.
- B. It provides for the evaluation of the ongoing OPEX costs.
- C. It provides for the evaluation of the comparison acquisition costs of IBM with the competition.
- D. It evaluates the complete cost of ownership of an asset.

Correct Answer: A

QUESTION 5

A customer wants to implement a software-defined storage solution and has existing storage leases that they want to leverage as part of the solution.

Which IBM SAN Volume Controller license is required?

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

Correct Answer: C

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