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QUESTION 1

Which product should a sales specialist recommend to a customer looking for a vSphere plug-in that allows provisioning storage for their IBM Storage?

- A. IBM Spectrum Accelerate
- B. IBM Spectrum Insights
- C. IBM Spectrum Connect
- D. IBM Spectrum Scale

Correct Answer: C

QUESTION 2

Which IBM solution that uses FlashCore technology includes data deduplication?

- A. IBM Storwize V7000F
- B. IBM FlashSystem 900
- C. IBM DS8888
- D. IBM FlashSystem A9000

Correct Answer: D

QUESTION 3

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 4

Which concern should a sales specialist emphasize when proposing a new high availability storage replication solution between two sites?

- A. Number of hosts attached



- B. Server speed of models
- C. WAN connection
- D. Host attachment protocol of the storage devices

Correct Answer: C

QUESTION 5

A customer running IBM Spectrum Virtualize is considering adding IBM FlashSystem.

How should the sales specialist describe the IBM Spectrum Virtualize usage of the IBM FlashSystem?

- A. Performance improvements need larger cache.
- B. A separate storage pool is a requirement for Easy Tier.
- C. IBM FlashSystem can be utilized as Tier 0 for hot data.
- D. IBM FlashSystem requires the customer to define data placement policies.

Correct Answer: B

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