



# C1000-020<sup>Q&As</sup>

IBM New Workloads Sales V2

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#### QUESTION 1

Which IBM software product used by IBM Spectrum Scale moves infrequently accessed data from disk to tape?

- A. IBM Spectrum Accelerate
- B. IBM Spectrum Control
- C. IBM Spectrum Virtualize
- D. IBM Spectrum Archive

Correct Answer: D

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#### QUESTION 2

A customer is spending considerable effort managing its mixed-vendor storage environment. Storage issues include lack of data migration, inability to analyze storage environment or mitigate hot spots and bottlenecks, and no consistent data protection capabilities.

Which IBM storage solution should the sale specialist recommend to enhance the existing environment?

- A. IBM Spectrum Virtualize
- B. IBM Spectrum Accelerate
- C. IBM Virtual Storage Center
- D. IBM Spectrum Control

Correct Answer: D

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#### QUESTION 3

A customer wants a cloud-based service that provides real-time analytics of its IBM Storwize infrastructure.

Which offering meets this requirement?

- A. IBM Spectrum Control Advanced Edition
- B. IBM Spectrum Scale
- C. IBM Storage Insights Pro
- D. IBM Cloud Object Storage

Correct Answer: C

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#### QUESTION 4



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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#### QUESTION 5

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

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