



C9020-970^{Q&As}

IBM Enterprise Storage Sales V4

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QUESTION 1

While on the golf course, how should a sales person find information about power requirements for the DS8870?

- A. Redbook
- B. IBM DSSeries Portal
- C. Quick Reference for IBM System Storage
- D. eConfig

Correct Answer: B

QUESTION 2

A customer is interested in a DS8870 feature that transfers frequently accessed blocks of data between spinning disk and solid state disk to increase system performance. Which feature provides this capability?

- A. Easy Tier
- B. Hierarchical Storage Management
- C. Information Lifecycle Management
- D. FlashCopy

Correct Answer: B

QUESTION 3

Which tool should be used to understand the benefit of adding different tiers of disks to an existing Easy Tier storage pool on an existing DS8870?

- A. RMF
- B. IOStats
- C. Perfmon
- D. STAT

Correct Answer: D

QUESTION 4



A customer is interested in using IBM Spectrum Scale, but is concerned about the cost of keeping the data on spinning disk.

How can IBM Spectrum Scale lower costs?

- A. By using OpenStack Cinder to migrate to lower tier storage
- B. By using Easy Tier to migrate to NL-SAS
- C. By using IBM Spectrum Archive to migrate to tape
- D. By using DFSMS to migrate to a lower tier of storage

Correct Answer: B

QUESTION 5

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

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

- A. It evaluates the complete cost of ownership of an acquisition over the life of the asset.
- B. It provides for the evaluation of the current cash flow of the asset.
- C. It provides for the evaluation of the comparison acquisition costs of IBM with the competition.
- D. It evaluates the complete cost of acquisition of the asset.

Correct Answer: C

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