



C9020-970^{Q&As}

IBM Enterprise Storage Sales V4

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QUESTION 1

A customer has a TS3500 tape library with two expansion frames. Today, the library has ten (10) LTO-2 drives and only 100 tape cartridge slots available. With the LTO-2 drives, a one week rotation would typically utilize 80 tape cartridges. The customer is adding 500 LTO-2 cartridges per year. The cost of maintenance on the LTO-2 drives is getting expensive.

What should you recommend to this customer?

- A. Add two LTO-6 drives and 80 LTO-6 cartridges to start
- B. Replace all LTO-2 drives with LTO-5 drives immediately
- C. Add an expansion frame with six LTO-6 drives and 400 LTO-6 cartridges
- D. Replace all LTO-2 drives with LTO-6 drives immediately

Correct Answer: D

QUESTION 2

A customer desires to implement a VMware HA environment by combining a stretched IBM Spectrum Virtualize cluster configuration with VMware vSphere. How does this solution limit downtime in the VMware cluster?

- A. VMware vCenter can then be integrated with the IBM Storage Integration Server.
- B. Virtual machines can be nondisruptively migrated with vMotion between two separate data centers.
- C. The IBM Spectrum Virtualize Storage Replication Adapter (SRA) can be used to automate disaster recovery testing.
- D. Compression allows more Virtual Machines to be stored within one VMware datastore.

Correct Answer: A

QUESTION 3

A customer wants to implement a software defined storage solution but has existing leases in competitive storage.

Which advantage does IBM Spectrum Control have to help the customer move forward with implementation?

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

Correct Answer: C



QUESTION 4

A business partner uses the IBM TCONow! tool to produce a Total Cost of Ownership (TCO) report for a customer. Which statement is true regarding a business partner accessing the IBM TCONow! tool?

- A. The tool has only limited content for business partners while the full tool is available to IBM employees.
- B. The tool is available to download for free from IBM.
- C. The tool can only be run via a web browser on the Partner World site.
- D. The tool must be purchased through CIOview.

Correct Answer: A

QUESTION 5

Which tool does a sales specialist use to address customer concerns about performance?

- A. Capacity Magic
- B. ROINow!
- C. Disk Magic
- D. TCONow!

Correct Answer: C

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