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QUESTION 1

A customer is looking to add copy services to provide disaster recovery between sites with heterogeneous storage.

Which product should the sales specialist discuss with the customer?

A. IBM Spectrum Control

B. IBM Spectrum Archive

C. IBM Spectrum Virtualize

D. IBM Spectrum Accelerate

Correct Answer: C

QUESTION 2

How can a sales specialist verify that a proposed storage solution fits within the customer\\'s current budget?

A. Verify useable space with Capacity Magic

B. Analyze output from STAT

C. Perform TCONow! for Disk analysis

D. Perform a Disk Magic study

Correct Answer: C

QUESTION 3

Who is responsible for ensuring that a TDA is performed?

A. IBM Client Executive

B. Opportunity owner

C. Distributor D. IBM SSR

Correct Answer: B

QUESTION 4

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 5

Which product allows a customer to monitor and recommend optimization for existing storage to align to business requirements?

A. IBM Spectrum Connect

B. IBM Spectrum Control

C. IBM Spectrum Insights

D. IBM Spectrum Scale

Correct Answer: B

QUESTION 6

Which IBM Spectrum option provides for block storage provisioning in an OpenStack powered cloud?

A. IBM Spectrum Scale

B. IBM Spectrum Copy Data Management

C. IBM Spectrum Protect

D. IBM Spectrum Archive

Correct Answer: B

QUESTION 7

How does IBM Spectrum Copy Data Management simplify copy data management?

A. By enabling automation and orchestration of snapshots

B. By creating daily backups on tape

C. By activating snapshot features in each storage system

D. By creating user-profiles to automate copy processes

Correct Answer: A

QUESTION 8

During a meeting with a customer, an IBM sales specialist discovered that the reason for replacing existing storage is because of long rebuild times and multiple drive failures that have caused data loss and lengthy restores.

Which drive protection method should the sales specialist highlight as a solution with IBM Storwize?

A. Drive mirroring

B. Erasure coding

C. Encryption

D. Distributed RAID

Correct Answer: D

QUESTION 9

A customer is looking to boost performance of its applications. It has two years left on the lease of existing storage. The customer also has a significant amount of copy services and replication built into its environment.

Which IBM storage solution is able to boost performance without a major change to the customer\\'s environment?

A. IBM Spectrum Virtualize

B. IBM FlashSystem V9000

C. IBM FlashSystem 900

D. IBM FlashSystem A9000R

Correct Answer: A

QUESTION 10

A customer needs an additional 200 TB usable for video surveillance files. Which tool calculates the necessary storage for this environment?

A. Capacity Magic

B. E-config

C. Disk Magic

D. Comprestimator

Correct Answer: A

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