



C9020-970 Q&As

IBM Certified Specialist - Enterprise Storage Sales V4





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Vendor: IBM

Exam Code: C9020-970

Exam Name: Enterprise Storage Sales

Q&As: Demo

QUESTION 1

A customer currently has a XIV Gen2 system and is complaining about the performance for its business analytics.

Which feature of the Gen3 XIV should improve this workload?

- A. Self-encrypting drives
- B. Flash cache
- C. Hyper-Scale Mobility
- D. 4 TB drives

Correct Answer: D

QUESTION 2

Which resource should an IBM Storage seller use to protect disk performance for a consolidation to a DS8870?

- A. Capacity Magic
- B. Disk Magic
- C. Batch Magic
- D. TCOnow! for Disk

Correct Answer: C

QUESTION 3

A customer plans to replace its storage infrastructure which supports Oracle databases and a server farm based on VMware by a storage grid architecture. A business partner sales specialist proposes two XIV Storage Systems with 486 TB of usable capacity and implementation services.

Which IBM storage approach should be used to migrate the applications' data at lowest cost?

- A. Migrate the data using IBM Lab Services
- B. Use the native migration facility
- C. Utilize SVC as a migration tool
- D. Use host resources to migrate the data using LVM

Correct Answer: B

QUESTION 4

A SONAS customer is looking for a solution to manage active and inactive data based on policies for different tiers.

What should the IBM sales specialist suggest?

- A. IBM Spectrum Control
- B. IBM Spectrum Virtualize
- C. Active Cloud Engine
- D. DB2 Content Manager

Correct Answer: C

QUESTION 5

A customer wishes to have a disk storage system that provides recommendations on moving data to optimize performance.

Which solution should you recommend to this customer?

- A. IBM Spectrum Control with V7000
- B. V5000 with Capacity Magic
- C. TS3500 with Disk Optimizer
- D. ESS with IntraTier Rebalancing

Correct Answer: C

QUESTION 6

For which two purposes is a TCO calculation used? (Choose two.)

- A. To compare the warranty cost with the maintenance cost
- B. To compare an IBM solution with a competitive solution
- C. To calculate the projected downtime cost for the proposed solution
- D. To differentiate between OPEX and CAPEX for the proposed solution
- E. To compare an IBM solution versus an alternative IBM solution

Correct Answer: BD

QUESTION 7

A customer has asked about software defined storage. It has a heterogeneous storage environment.

Which IBM solution helps the customer implement software defined storage and leverage its investment in existing storage?

- A. IBM Spectrum Control
- B. ProtecTIER
- C. DS8870
- D. XIV

Correct Answer: A

QUESTION 8

Which IBM Spectrum Virtualize concept should a sales specialist emphasize to a customer with resource constraints and 80% average storage utilization?

- A. Block and file I/O
- B. Compression
- C. Deduplication
- D. Virtualization

Correct Answer: D

QUESTION 9

A sales person is presenting IBM Spectrum Scale to a prospect. The prospect has never heard of IBM Spectrum Scale and raises the concern that this is a new product.

Which two responses can a sales person use to alleviate the prospect's concern? (Choose two.)

- A. IBM Spectrum Scale is inexpensive using only non-intelligent SAS disk arrays configured in a highly redundant manner.
- B. IBM Spectrum Scale has been used for many years for high-performance computing environments.
- C. IBM Spectrum Scale is a fixed configuration optimized for the customer's environment.
- D. IBM is ranked number 1 by IDC from the 2nd quarter of 2014 for Software Defined Storage.
- E. IBM has been a leader in storage virtualization for more than 12 years.

Correct Answer: BD

QUESTION 10

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 11

Which key metric drives a customer's disaster recovery strategy?

- A. TCA
- B. TCO
- C. ROI
- D. RTO

Correct Answer: C

QUESTION 12

In a customer briefing, you present the ability to reduce storage capacity using Real-time Compression as an option to lower hardware costs.

How should you describe this capability?

- A. It is an IBM Spectrum Protect based compression feature.
- B. It is a compression and deduplication feature for ProtecTIER.
- C. It is a premium option for Storwize V7000 and IBM Spectrum Virtualize.
- D. It is a standard algorithm for IBM disk and tape devices.

Correct Answer: C

QUESTION 13

What is a customer with storage management constraints likely to inquire about?

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

Correct Answer: D

QUESTION 14

What is a key difference on the warranty between IBM FlashSystem and many of its competitors?

- A. IBM provides on-site coverage for flash module replacement.
- B. IBM provides full coverage for flash modules during the length of the warranty.
- C. IBM provides coverage for flash modules for only one year.
- D. IBM replaces the flash module if the IOPS are within IBM specification.

Correct Answer: D

QUESTION 15

As part of a large storage project, a customer is asking for an IBM business continuity solution.

What is the most important pre-requisite(s) a sales specialist should ask for?

- A. What kind of data will the customer store in an information lifecycle appliance?
- B. Does storage virtualization use IBM Spectrum Virtualize?
- C. What are the RPO and RTO objectives for each application?
- D. Does storage management use IBM Spectrum Control?

Correct Answer: D

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