

C1000-020^{Q&As}

IBM New Workloads Sales V2

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QUESTION 1

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

QUESTION 2

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

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

- A. It evaluates the complete cost of acquisition of the asset.
- B. It provides for the evaluation of the ongoing OPEX costs.
- C. It provides for the evaluation of the comparison acquisition costs of IBM with the competition.
- D. It evaluates the complete cost of ownership of an asset.

Correct Answer: A

QUESTION 3

Why would a client ask for an ROI calculation for a proposed IBM storage solution?

- A. To measure the time until an investment is depreciated
- B. To measure the overall OPEX and CAPEX
- C. To determine how a lease is a better option than a purchase
- D. To measure the financial benefit of an investment over a given period

Correct Answer: D

QUESTION 4

A customer using IBM SVC hardware has had issues when its own storage team installed upgrades of the IBM

Spectrum Virtualize code.

Which hardware option should the sales specialist propose to the customer?

- A. Purchase nodes with Enterprise Class Support
- B. Purchase a cold standby node
- C. Engage IBM Global Technology Services
- D. Install additional SV1 nodes to expand the cluster

Correct Answer: D

QUESTION 5

Which product should a sales specialist recommend to a customer looking for a vSphere plug-in that allows provisioning storage for their IBM Storage?

- A. IBM Spectrum Accelerate
- B. IBM Spectrum Insights
- C. IBM Spectrum Connect
- D. IBM Spectrum Scale

Correct Answer: C

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