



# C4090-959<sup>Q&As</sup>

Enterprise Storage Sales V3

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### QUESTION 1

What is most important in the proof of concept process?

- A. timing
- B. logistics
- C. test plan
- D. acceptance criteria

Correct Answer: D

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### QUESTION 2

A customer is very interested in taking advantage of cloud storage. In which order should the customer implement these three key steps before deploying private cloud storage?

1. Automate storage management, including key operational processes such as backup, recovery, metering, and billing
2. Establish an efficient storage environment by leveraging virtualization, deduplication, compression, and tiering
3. Optimize the storage environment by adding self service and pay-per-use capability

- A. 1, 2, 3
- B. 1, 3, 2
- C. 3, 2, 1
- D. 2, 1, 3

Correct Answer: D

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### QUESTION 3

If a customer is looking to move to a cloud environment, which key attribute should the storage provide to ensure the success of the cloud?

- A. Storage virtualization
- B. Real time Data Compression
- C. Homogeneous storage from one vendor
- D. Integration of solid-state drives with high speed SAS disks

Correct Answer: A

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#### QUESTION 4

During a customer visit, a sales specialist presents the IBM storage portfolio and is asked how it helps reduce storage administration time due to manual tuning procedures today. Which offering answers the customer's question?

- A. Easy Tier
- B. Storage pool
- C. Cloud storage
- D. Dynamic disk pool

Correct Answer: A

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#### QUESTION 5

A customer tells the sales specialist that the cost for high performance storage is too expensive, especially for data that is infrequently accessed. Which technology allows them to assign types of data to different types of storage media in order to reduce costs?

- A. Data archival
- B. Storage tiering
- C. Thin provisioning
- D. Storage virtualization

Correct Answer: B

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