



C4090-959^{Q&As}

Enterprise Storage Sales V3

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QUESTION 1

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

QUESTION 2

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

QUESTION 3

A VMware customer wants to connect two data centers within 300 km of each other. The customer is looking for a two-site business continuity solution that supports VMware Site Recovery Manager and seamless storage failover. Which IBM product should be proposed to this customer?

- A. XIV with Metro Mirror
- B. DS8000 with Global Mirror
- C. Storwize V7000 with Global Mirror
- D. SAN Volume Controller stretch cluster

Correct Answer: D

QUESTION 4

A customer with storage arrays from a number of vendors is looking at EMC and IBM storage management tools. What



should the sales specialist discuss with this customer?

- A. EMC Unisphere manages IBM and EMC storage arrays
- B. EMC can deploy a single solution to manage HDS and EMC
- C. Tivoli Storage Productivity Center can only manage the IBM storage arrays
- D. Tivoli Storage Productivity Center can manage SMI-S compliant storage from a single management console

Correct Answer: D

QUESTION 5

A sales specialist is discussing FO SAN with a customer, who says that it is not the right solution for the company's needs. The customer has another solution in mind but has forgotten the exact name of it, saying only that it has something to

do with the LAN.

Which term is the customer most likely trying to articulate?

- A. SAS
- B. WAN
- C. SATA
- D. SCSI

Correct Answer: D

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