



# C9020-970<sup>Q&As</sup>

IBM Enterprise Storage Sales V4

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#### QUESTION 1

A customer wants to integrate error reporting from its storage into its Microsoft environment.

Which software plug-in allows storage reporting into the Windows Server?

- A. IBM Storage Management Console for VMware
- B. IBM TotalStorage support for Microsoft Volume Shadow Copy and Virtual Disk Service
- C. IBM Storage Management Pack for SCOM
- D. IBM Storage Device Driver for VAAI

Correct Answer: B

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#### QUESTION 2

A customer is interested in a DS8870 feature that transfers frequently accessed blocks of data between spinning disk and solid state disk to increase system performance. Which feature provides this capability?

- A. Easy Tier
- B. Hierarchical Storage Management
- C. Information Lifecycle Management
- D. FlashCopy

Correct Answer: B

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#### QUESTION 3

Which concern should a sales specialist raise with a customer requesting 4TB drives to support an SAP environment?

- A. Higher maintenance costs
- B. More capacity than needed
- C. Higher power requirements
- D. Less performance than needed

Correct Answer: B

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#### QUESTION 4



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

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#### QUESTION 5

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

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