



C9020-970^{Q&As}

IBM Enterprise Storage Sales V4

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QUESTION 1

Which information is most useful to an IBM sales representative when narrowing choices of storage solutions?

- A. Throughput
- B. Capacity
- C. Transactions
- D. Budget

Correct Answer: D

QUESTION 2

A customer wants recommendations on storage for an onsite cloud implementation to simplify management of company data. Which solution should be recommended?

- A. Platform as a Service (PaaS)
- B. Infrastructure as a Service (IaaS)
- C. Software as a Service (SaaS)
- D. Management as a Service (MaaS)

Correct Answer: C

QUESTION 3

What are two important client requirements in reference to storage infrastructure regarding Cloud, Analytics, Mobile, Social, and Security (CAMSS) workloads? (Choose two.)

- A. Provide business insights
- B. Data elasticity
- C. Massive scale and rapid pace
- D. Simplified infrastructure
- E. Controlled data growth

Correct Answer: AC

QUESTION 4



On which IBM server platforms is IBM Spectrum Scale available?

- A. IBM i on POWER, and System z
- B. AIX and IBM i on POWER
- C. AIX on POWER, and System z
- D. Linux and Windows on POWER

Correct Answer: A

QUESTION 5

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

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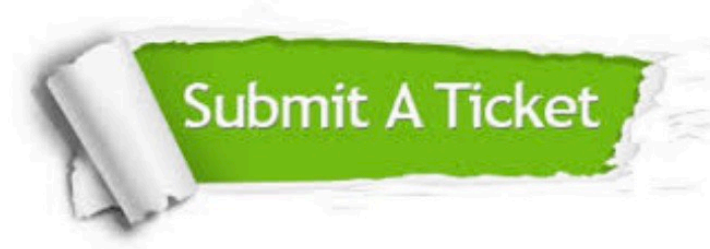
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