



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

IBM Enterprise Storage Sales V4

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### QUESTION 1

What is a key difference on the warranty between IBM FlashSystem and many of its competitors?

- A. IBM provides on-site coverage for flash module replacement.
- B. IBM provides full coverage for flash modules during the length of the warranty.
- C. IBM provides coverage for flash modules for only one year.
- D. IBM replaces the flash module if the IOPS are within IBM specification.

Correct Answer: D

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### QUESTION 2

A customer wants to simplify the back-up and restore processes without increasing head count. How does IBM Spectrum Protect meet this customer's requirements?

- A. It provides multiple administrative roles, maximizing flexibility.
- B. It participates in CAMSS with mobile servers.
- C. It provides a single point of control, minimizing cost.
- D. It exclusively uses IBM Smarter Storage, saving on complexity.

Correct Answer: D

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### QUESTION 3

What is a customer with storage management constraints likely to inquire about?

- A. IBM Spectrum Control
- B. IBM Spectrum Protect
- C. IBM Spectrum Archive
- D. IBM Spectrum Accelerate

Correct Answer: D

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**QUESTION 4**

In a customer briefing, you present the ability to reduce storage capacity using Real-time Compression as an option to lower hardware costs. How should you describe this capability?

- A. It is an IBM Spectrum Protect based compression feature.
- B. It is a compression and deduplication feature for ProtecTIER.
- C. It is a premium option for Storwize V7000 and IBM Spectrum Virtualize.
- D. It is a standard algorithm for IBM disk and tape devices.

Correct Answer: C

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**QUESTION 5**

Which technical resource should a business partner use in PartnerWorld to obtain technical information and competitive comparisons to close a proposal?

- A. Techdocs
- B. Techline
- C. BP Innovation Center
- D. DeveloperWorks

Correct Answer: D

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