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QUESTION 1

Who is responsible for ensuring that a TDA is performed?

A. IBM Client Executive

B. Opportunity owner

C. Distributor D. IBM SSR

Correct Answer: B

QUESTION 2

How does IBM Spectrum Copy Data Management simplify copy data management?

A. By enabling automation and orchestration of snapshots

B. By creating daily backups on tape

C. By activating snapshot features in each storage system

D. By creating user-profiles to automate copy processes

Correct Answer: A

QUESTION 3

A customer needs to create clones of a production database environment to refresh its test and development environments. The production database contains sensitive data, and automated data masking is required.

Which solution should the sales specialist recommend?

A. IBM Spectrum Copy Data Management

B. IBM Spectrum Virtualize

C. IBM Spectrum Control

D. IBM Spectrum Project Snapshot

Correct Answer: A

QUESTION 4

Which tool should be used to verify that a proposed IBM FlashSystem A9000 solution will deliver the performance required by a customer\\'s high transactional database applications?

A. Batch Magic

B. Disk Magic

C. Capacity Magic

D. STAT

Correct Answer: B

QUESTION 5

Which IBM PartnerWorld technical resource should a qualified IBM Business Partner use to obtain technical information and competitive comparisons to close a proposal?

A. IBM Business Partner Innovation Center

B. IBM Techdocs

C. IBM DeveloperWorks

D. IBM Techline

Correct Answer: D

QUESTION 6

A customer has an existing XIV storage environment that is running out of capacity. The customer wants to add a flash storage system that utilize the same grid architecture design and device drivers.

Which storage solution should be considered?

A. IBM DS8886

B. IBM Spectrum Virtualize

C. IBM FlashSystem 900

D. IBM FlashSystem A9000R

Correct Answer: D

QUESTION 7

Why would a client ask for an ROI calculation for a proposed IBM storage solution?

A. To measure the time until an investment id depreciated

B. To measure the overall OPEX and CAPEX

C. To determine how a lease is a better option than a purchase

D. To measure the financial benefit of an investment over a given period

Correct Answer: D

QUESTION 8

Which key metric drives a customer\\'s disaster recovery strategy?

A. Hyperswap

B. rPerf

C. RTO

D. TCA

Correct Answer: C

QUESTION 9

What is the most cost efficient storage medium for large backup and archival data?

A. Tape

B. Near-line disk

C. Large SAS disk

D. Cloud

Correct Answer: A

QUESTION 10

A customer wants to have a disk storage system that provides recommendations on capacity growth that will optimize performance.

Which solution should the sales specialist recommend?

A. ESS with intra-tier rebalancing

B. IBM TS4500 with Disk Optimizer

C. IBM DCS3860 with Capacity Magic

D. IBM Storwize V7000 with IBM Storage Insights Pro

Correct Answer: D

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