

# C1000-020<sup>Q&As</sup>

IBM New Workloads Sales V2

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**QUESTION 1**

A customer is deploying a new data center and requires a storage solution that provides storage virtualization, management, and archive-to-tape at the lowest cost per TB.

Which solution should the sales specialist recommend?

- A. IBM Spectrum Copy Data Management
- B. IBM Spectrum Virtualize
- C. IBM Spectrum Suite
- D. IBM Spectrum Archive

Correct Answer: D

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**QUESTION 2**

A customer is looking at several competing storage proposals and asks the sales representative why Total Cost of Ownership (TCO) is important.

Which response should be the sales specialist give based on IBM's definition of TCO?

- A. It evaluates the complete cost of acquisition of the asset.
- B. It provides for the evaluation of the ongoing OPEX costs.
- C. It provides for the evaluation of the comparison acquisition costs of IBM with the competition.
- D. It evaluates the complete cost of ownership of an asset.

Correct Answer: A

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**QUESTION 3**

In the event of logical corruption, a customer wants to have application-aware backups of a DB2 database that can be quickly restored.

Which solution should be recommended?

- A. Global Mirror
- B. Vdisk Mirroring
- C. IBM Spectrum Control
- D. IBM Spectrum Protect Snapshot

Correct Answer: D

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**QUESTION 4**

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

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**QUESTION 5**

A customer has concerns about the performance of business analytics on its IBM XIV Gen3 system.

Which optional feature of the IBM Gen3 XIV retains the customer's investment in hardware and training and improves performance?

- A. Compression
- B. Self-encryption drives
- C. FlashCache
- D. Hyper-Scale Mobility

Correct Answer: D

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**QUESTION 6**

What is a key advantage of leasing storage equipment over buying storage equipment?

- A. Leasing ensures business continuity for leased equipment.
- B. Leasing is not on the client's balance sheet.
- C. Leasing improves the alignment of project cost with project benefits.
- D. Leasing rates automatically reduce over time.

Correct Answer: C

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**QUESTION 7**

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

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## QUESTION 8

What helps a customer reduce training for a small staff when managing multiple IBM products?

- A. Redbooks
- B. Common GUI
- C. Technical Advisor Program
- D. Directed Maintenance Package

Correct Answer: B

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## QUESTION 9

Which IBM solution helps a customer manage a heterogeneous storage infrastructure and track the performance of SAN attached devices?

- A. IBM Spectrum Virtualize
- B. IBM Storage Insights Pro
- C. IBM SAN Health
- D. IBM Spectrum Control

Correct Answer: D

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## QUESTION 10

A customer is looking to boost performance of its applications. It has two years left on the lease of existing storage. The customer also has a significant amount of copy services and replication built into its environment.

Which IBM storage solution is able to boost performance without a major change to the customer's environment?

- A. IBM Spectrum Virtualize
- B. IBM FlashSystem V9000

C. IBM FlashSystem 900

D. IBM FlashSystem A9000R

Correct Answer: A

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