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C9020-970

IBM

IBM Enterprise Storage Sales V4

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QUESTION: 1

A sales person is presenting IBM Spectrum Scale to a prospect. The prospect has never heard of IBM Spectrum Scale and raises the concern that this is a new product. Which two responses can a sales person use to alleviate the prospect's concern? (Choose two.)

- A. IBM Spectrum Scale is inexpensive using only non-intelligent SAS disk arrays configured in a highly redundant manner.
- B. IBM Spectrum Scale has been used for many years for high-performance computing environments.
- C. IBM Spectrum Scale is a fixed configuration optimized for the customer's environment.
- D. IBM is ranked number 1 by IDC from the 2ndquarter of 2014 for Software Defined Storage.
- E. IBM has been a leader in storage virtualization for more than 12 years.

Answer: B, D

Reference:

<http://www-03.ibm.com/press/us/en/pressrelease/44771.wss>

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)

Answer: C

QUESTION: 3

A customer desires to implement a VMware HA environment by combining a stretched IBM Spectrum Virtualize cluster configuration with VMware vSphere. How does this solution limit downtime in the VMware cluster?

- A. VMware vCenter can then be integrated with the IBM Storage Integration Server.
- B. Virtual machines can be nondisruptively migrated with vMotion between two separate data centers.
- C. The IBM Spectrum Virtualize Storage Replication Adapter (SRA) can be used to automate disaster recovery testing.
- D. Compression allows more Virtual Machines to be stored within one VMware datastore.

Answer: A

Reference:

[https://www-304.ibm.com/partnerworld/wps/servlet/download/DownloadServlet?id=3Di0wiU_91BiPCAS\\$cnt&attachmentName=integrating_ibm_storage_integration_server_with_VMware_vCenter_orchestrator.pdf&token=MTQ0MTA0NTE2NTgxNg==&locale=en_ALL_ZZ](https://www-304.ibm.com/partnerworld/wps/servlet/download/DownloadServlet?id=3Di0wiU_91BiPCAS$cnt&attachmentName=integrating_ibm_storage_integration_server_with_VMware_vCenter_orchestrator.pdf&token=MTQ0MTA0NTE2NTgxNg==&locale=en_ALL_ZZ)

QUESTION: 4

Which IBM solution will provide 400 TB of NFS storage?

- A. DS8870
- B. IBM Spectrum Scale
- C. XIV
- D. Storwize V7000

Answer: B

Reference:

https://www-01.ibm.com/support/knowledgecenter/SSFKCN/com.ibm.cluster.gpfs.doc/gpfs_faqs/gpfsclusterfaq.html?lang=en

QUESTION: 5

Which two IBM storage offerings support OpenStack? (Choose two.)

- A. ProtecTIER
- B. Storwize family
- C. TS3500
- D. FlashSystem 840
- E. XIV

Answer: C, E

QUESTION: 6

Which type of tape should an IBM sales specialist recommend to an enterprise customer?

- A. SLC
- B. DLT
- C. 3480
- D. LTO

Answer: D

Reference:

<http://www-03.ibm.com/systems/storage/tape/ts3500/>

QUESTION: 7

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.

Answer: D

Reference:

https://www-304.ibm.com/connections/blogs/tivolistorage/?lang=en_us

QUESTION: 8

While on the golf course, how should a sales person find information about power requirements for the DS8870?

- A. Redbook
- B. IBM DSSeries Portal
- C. Quick Reference for IBM System Storage
- D. eConfig

Answer: B

Reference:

<http://www-03.ibm.com/software/businesscasestudies/no/no/corp>

QUESTION: 9

A customer is considering adding Real-time Compression software to its installed IBM Spectrum Virtualize. Which workload benefits most from Real-time Compression software?

- A. Software development
- B. Encrypted files



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