

C1000-020^{Q&As}

IBM New Workloads Sales V2

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QUESTION 1

Which product should a sales specialist recommend for a customer who needs to monitor the historical performance of their Oracle database running on a IBM Storwize V7000?

- A. IBM Virtual Storage Center
- B. IBM Spectrum Connect
- C. IBM Spectrum Protect
- D. IBM Spectrum Control Base Edition

Correct Answer: C

QUESTION 2

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 3

A VMware customer has a heterogeneous SAN storage environment including arrays from HDS and IBM. The customer needs to integrate and seamlessly manage, monitor, and report on the entire environment.

Which storage offering meets this customer's needs?

- A. IBM Spectrum Copy Data Management
- B. IBM Virtual Storage Center
- C. IBM Spectrum Control
- D. IBM Spectrum Virtualize

Correct Answer: C

QUESTION 4

A customer wants application consistent restore capabilities.

Which software should the sales specialist recommend to this customer?

- A. IBM Spectrum Accelerate
- B. IBM Spectrum Scale
- C. IBM Spectrum Copy Data Management
- D. IBM Spectrum Control

Correct Answer: C

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

QUESTION 6

A current IBM Spectrum Scale customer is concerned with the financial impact of a new regulatory requirement that drastically increases the volume and duration of data retention in the existing implementation.

Which additional IBM solution should the sales specialist discuss to pair with IBM Spectrum Scale?

- A. IBM Spectrum Archive
- B. IBM Spectrum NAS
- C. IBM Spectrum Control
- D. IBM InfoSphere DataStage

Correct Answer: A

QUESTION 7

Which concern should a sales specialist emphasize when proposing a new high availability storage replication solution between two sites?

- A. Number of hosts attached
- B. Server speed of models
- C. WAN connection
- D. Host attachment protocol of the storage devices

Correct Answer: C

QUESTION 8

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

QUESTION 9

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

- A. IBM replaces the flash modules if the IOPS are within IBM specification.
- B. IBM provides full coverage for flash modules under a maintenance contract.
- C. IBM provides on-site coverage for flash modules replacement.
- D. IBM provides coverage for flash modules for five years.

Correct Answer: B

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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