

IBM

Exam C9020-560

IBM Midrange Storage Sales V3 exam

Verson: Demo

[Total Questions: 10]

Question No : 1

Which resource should an IBM Business Partner representative consult for current IBM storage sales programs and incentives?

- A. IBM Client Technical Specialist
- B. IBM Business Partner Sales Playbooks on PartnerWorld
- C. IBM Business Partner Client Executive
- D. IBM Digital Technical Center

Answer: B

Question No : 2

The sales specialist is recommending an IBM TS7620 to achieve greater efficiency with a client's current environment.

What is a potential benefit to the client?

- A. Faster performance of their primary applications
- B. Simplify legal and regulatory compliance
- C. Minimize risk by sending tapes offsite
- D. Higher productivity due to shorter backup windows

Answer: A

Question No : 3

IBM Spectrum Accelerate runs as a virtual machine under which hypervisor?

- A. Z/VM
- B. KVM
- C. PowerVM
- D. VMware ESXi

Answer: D

Question No : 4

Which benefit of IBM Spectrum Accelerate is enabled by the division of a storage system into several administrative domains in a secure and isolated manner?

- A. Hyper-Scale Management
- B. Multi-tier
- C. Multi-tenancy
- D. Concurrent system upgrade

Answer: C

Question No : 5

A customer struggles with a 24x7 business model and an ever-expanding virtual environment. It has a business commitment to back up everything.

Which solution should the customer implement?

- A. IBM A9000R
- B. IBM Cloud Object Storage System
- C. IBM Spectrum Accelerate
- D. IBM Spectrum Protect

Answer: D

Question No : 6

During a meeting with a customer, the sales specialist learns of the customer's need for block and file access to the storage to allow auto-tiering within the solution.

Which two IBM Storwize V7000 Unified features should be discussed with the customer? (Choose two.)

- A. IBM Real-time Compression
- B. IBM Spectrum Protect
- C. IBM Easy Tier
- D. SSD

E. IBM Active File Management

Answer: A,B

Question No : 7

A customer has a high demand for automated data movement between storage tiers.

Which IBM solution is simple and easy to implement for this customer?

- A. IBM Spectrum Protect
- B. IBM Spectrum Virtualize
- C. IBM Spectrum Accelerate
- D. IBM Spectrum Scale

Answer: D

Question No : 8

A small business customer needs a storage solution for archiving a closed circuit television (CCTV) workload. Six security cameras are currently in operation. IBM Storwize V5020 has been suggested.

Which configuration balances cost and performance for this customer?

- A. Flash drives
- B. 15k rpm SAS drives
- C. 10k rpm SAS drives
- D. NL-SAS drives

Answer: B

Question No : 9

A customer is requesting a VMware-integrated system that allows control of IBM storage solutions through a unified Linux server platform.

Which solution should be recommended?

- A. IBM Spectrum Control Base Edition
- B. IBM Spectrum Control Advanced Edition
- C. IBM Spectrum Control Storage Insights
- D. IBM Spectrum Control Standard Edition

Answer: A

Question No : 10

A customer wants to store CIFS data and requires a copy of the data at a disaster recovery site.

Which IBM solution should be suggested?

- A. IBM TS3500
- B. IBM TS7620
- C. IBM TS3310
- D. IBM TS3200

Answer: B