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**Vendor:**IBM

**Exam Code:**C9020-970

**Exam Name:**IBM Enterprise Storage Sales V4

**Version:**Demo

**QUESTION 1**

A SONAS customer is looking for a solution to manage active and inactive data based on policies for different tiers.

What should the IBM sales specialist suggest?

- A. IBM Spectrum Control
- B. IBM Spectrum Virtualize
- C. Active Cloud Engine
- D. DB2 Content Manager

Correct Answer: C

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**QUESTION 2**

An IBM i customer is interested in an all-flash solution to help with performance and latency in its environment.

Which advantage does the FlashSystem V840 have over the other flash solutions in this environment?

- A. Deduplication
- B. Compression
- C. Support for VIOS
- D. Native i support

Correct Answer: D

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**QUESTION 3**

Which IBM Spectrum Virtualize concept should a sales specialist emphasize to a customer with resource constraints and 80% average storage utilization?

- A. Block and file I/O
- B. Compression
- C. Deduplication
- D. Virtualization

Correct Answer: D

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**QUESTION 4**

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

- A. TCA
- B. TCO
- C. ROI
- D. RTO

Correct Answer: C

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**QUESTION 5**

A bank customer has two sites in Italy and France. One site uses IBM storage and the other uses a competitor. Which IBM solution is required for block storage when unifying the sites for disaster recovery?

- A. ESS
- B. XIV
- C. IBM Spectrum Control
- D. DS8000

Correct Answer: D

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**QUESTION 6**

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

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

Correct Answer: CE

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**QUESTION 7**

Which tool should be used to understand the benefit of adding different tiers of disks to an existing Easy Tier storage pool on an existing DS8870?

- A. RMF

- B. IOStats
- C. Perfmon
- D. STAT

Correct Answer: D

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#### **QUESTION 8**

What is a customer with storage management constraints likely to inquire about?

- A. IBM Spectrum Control
- B. IBM Spectrum Protect
- C. IBM Spectrum Archive
- D. IBM Spectrum Accelerate

Correct Answer: D

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#### **QUESTION 9**

A customer currently has a XIV Gen2 system and is complaining about the performance for its business analytics.

Which feature of the Gen3 XIV should improve this workload?

- A. Self-encrypting drives
- B. Flash cache
- C. Hyper-Scale Mobility
- D. 4 TB drives

Correct Answer: D

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#### **QUESTION 10**

A customer has heard that there could be issues with Easy Tier that will cause hot spots to occur with a given tier of disk. The customer already has hot spot concerns and desires a solution that will minimize those concerns.

Which new feature in Release 7.3 will minimize this concern?

- A. Balancing

- B. Three tier support
- C. Limiting
- D. External virtualization

Correct Answer: C

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#### **QUESTION 11**

For which two purposes is a TCO calculation used? (Choose two.)

- A. To compare the warranty cost with the maintenance cost
- B. To compare an IBM solution with a competitive solution
- C. To calculate the projected downtime cost for the proposed solution
- D. To differentiate between OPEX and CAPEX for the proposed solution
- E. To compare an IBM solution versus an alternative IBM solution

Correct Answer: BD

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#### **QUESTION 12**

A new customer to the TS3500 wants to know if the TS3500 they recently purchased has a three-year 9x5 warranty.

What is the correct answer to give the customer?

- A. One year, 7x24 is the standard warranty.
- B. Three years, 7x24 is the standard warranty.
- C. Three years, 9x5 is the standard warranty.
- D. One year, 9x5 is the standard warranty.

Correct Answer: C

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