IBM

C1000-020 Exam

IBM New Workloads Sales V2 Exam

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Question: 1

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

Answer: A

Question: 2

An IBM SVC customer is migrating to use data reduction pools. They want to add data reduction capabilities to grow effective capacity and make existing storage more efficient.
What is required to add the capabilities and minimize TCO?

A. Compression licenses for the usable capacity being compressed
B. No further licensing required
C. IBM Spectrum Control
D. IBM Spectrum Copy Data Management

Answer: A

Question: 3

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.

Answer: C

Question: 4

A customer is looking to add copy services to provide disaster recovery between sites with heterogeneous storage.

Which product should the sales specialist discuss with the customer?

A. IBM Spectrum Control
B. IBM Spectrum Archive
C. IBM Spectrum Virtualize
D. IBM Spectrum Accelerate

Answer: C

Question: 5

Which offering provides file sharing and transparent cloud tiering?

A. IBM Spectrum Virtualize
B. IBM Spectrum Accelerate
C. IBM Cloud Object Storage
D. IBM Spectrum Scale

Answer: D

Question: 6

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

Answer: C

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