



# IBM

**C9020-560 Exam**

**IBM Midrange Storage Sales V3**

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## Version: 8.0

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### Question: 1

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Which tool should a sales person use to find the CAPEX and OPEX cost of an IBM FlashSystem V9000 compared to other flash vendors?

- A. IBM System Consolidation Evaluation Tool
- B. Disk Magic
- C. TCONow!
- D. IBM Spectrum Control Storage Insights

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**Answer: C**

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### Question: 2

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A customer is implementing a data analytics application and is considering flash storage from IBM and Violin Memory.

Which resource can be used to show the financial benefit of IBM equipment over its competition?

- A. SIO study
- B. TCONow!
- C. VSI
- D. Butterfly study

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**Answer: B**

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### Question: 3

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A client with an existing TS3100 Tape Library with 2 x LTO4 drives and LTO4 cartridges wants to upgrade to LTO7.

Which solution allows gradual migration to LTO7 cartridges while being able to read all current data?

- A. Add 1 x LTO6 and LTO7 drive to the library
- B. Add 2 x LTO7 drives to the library
- C. Replace 2 x LTO4 drives with 2 x LTO7 drive
- D. Replace 2 x LTO4 drives with 1 x LTO6 drive and 1 x LTO7 drive

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**Answer: A**

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### Question: 4

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What is the role of the technical specialist in the Technical and Delivery Assessment (TDA) review?

- A. Review and Approve the use of IBM Lab Services Statement of Work

- B. Validate that what is proposed will meet the client requirements
- C. Validate Solution for Compliance in a Regulated Environment (SCORE)
- D. Review and Approvethe IBM Request for a Price Quote (RPQ)

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**Answer: A**

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**Question: 5**

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A storage representative needs to size a block disk solution. The representative has been given a file containing the target workload and I/O characteristics and has been told the response time requirement.

Which tool should be run to produce a configurable solution?

- A. Capacity Magic Tool
- B. Disk Magic Tool
- C. Comprestimator utility
- D. STAT Tool

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**Answer: C**

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**Question: 6**

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A client complements a new security system. The CCTV cameras create 1 TB of data per day. This data needs to be stored online for 90 days and will only be accessed when a security violation is reported. The client's projected growth is 30% per year.

Which IBM storage solution delivers the lowest Total Cost of Ownership (TCO) over three years for this client?

- A. IBM Spectrum Archive LE with a TS3200 Tape Library
- B. IBM Spectrum Archive EE and any supported disk system to create a disk pool
- C. IBM Storwize V7000 Unified with compression and tape backend
- D. IBM DCS3700 populated with 4 TB nearline SAS drives

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**Answer: C**

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