



**IBM**

**C9020-970**

*IBM Enterprise Storage Sales V4*

**QUESTION: 53**

A customer is designing a disaster recovery solution including storage based replication. The customer wants to implement a new IBM Spectrum Virtualize to handle the replication but is concerned about WAN optimization. Which advantage of IBM Spectrum Virtualize will help with concern?

- A. Global Mirror
- B. Replication Layer
- C. Two active links
- D. IBM SANSlide

**Answer: D**

**QUESTION: 54**

Which IBM enterprise storage system supports NDMP backups?

- A. DS8870
- B. XIV
- C. SONAS
- D. IBM Spectrum Virtualize

**Answer: C**

**Reference:**

[https://www-304.ibm.com/partnerworld/wps/servlet/download/DownloadServlet?id=9Ses5ITpq2NiPCA\\$cnt&attachmentName=Implementing\\_an\\_NDMP\\_backup\\_solution\\_using\\_IBM\\_Tivoli\\_Storage\\_Manager\\_on\\_IBM\\_SONAS.pdf&token=MTQ0MTA0Mzi2NDU4MA==&locale=en\\_ALL\\_ZZ](https://www-304.ibm.com/partnerworld/wps/servlet/download/DownloadServlet?id=9Ses5ITpq2NiPCA$cnt&attachmentName=Implementing_an_NDMP_backup_solution_using_IBM_Tivoli_Storage_Manager_on_IBM_SONAS.pdf&token=MTQ0MTA0Mzi2NDU4MA==&locale=en_ALL_ZZ)

**QUESTION: 55**

A customer is interested in using IBM Spectrum Scale, but is concerned about the cost of keeping the data on spinning disk. How can IBM Spectrum Scale lower costs?

- A. By using OpenStack Cinder to migrate to lower tier storage
- B. By using Easy Tier to migrate to NL-SAS
- C. By using IBM Spectrum Archive to migrate to tape
- D. By using DFSMS to migrate to a lower tier of storage

**Answer:** B

**Reference:**

[https://www-304.ibm.com/partnerworld/wps/servlet/download/DownloadServlet?id=JUhU1cUIAyeiPCA\\$cnt&attachmentName=ibm\\_system\\_storage\\_svc\\_easy\\_tier\\_in\\_7\\_3.pdf&token=MTQ0MTA0MjgyMzQ3OQ==&locale=en\\_ALL\\_ZZ](https://www-304.ibm.com/partnerworld/wps/servlet/download/DownloadServlet?id=JUhU1cUIAyeiPCA$cnt&attachmentName=ibm_system_storage_svc_easy_tier_in_7_3.pdf&token=MTQ0MTA0MjgyMzQ3OQ==&locale=en_ALL_ZZ)

**QUESTION:** 56

A customer wants to integrate error reporting from its storage into its Microsoft environment. Which software plug-in allows storage reporting into the Windows Server?

- A. IBM Storage Management Console for VMware
- B. IBM TotalStorage support for Microsoft Volume Shadow Copy and Virtual Disk Service
- C. IBM Storage Management Pack for SCOM
- D. IBM Storage Device Driver for VAAI

**Answer:** B

**Reference:**

[http://www-01.ibm.com/support/knowledgecenter/HW213\\_7.2.0/com.ibm.storage.ssic.help.doc/f2c\\_essvsproviderforwindowschapt\\_1ti1ht.html?lang=fr](http://www-01.ibm.com/support/knowledgecenter/HW213_7.2.0/com.ibm.storage.ssic.help.doc/f2c_essvsproviderforwindowschapt_1ti1ht.html?lang=fr)

**QUESTION:** 57

A customer is looking at several competing storage proposals. The customer asks the sales representative why Total Cost of Ownership (TCO) is important. Which response should the sales person give based on IBM's definition of TCO?

- A. It evaluates the complete cost of ownership of an acquisition over the life of the asset.
- B. It provides for the evaluation of the current cash flow of the asset.
- C. It provides for the evaluation of the comparison acquisition costs of IBM with the competition.
- D. It evaluates the complete cost of acquisition of the asset.

**Answer:** C

**Reference:**

<https://www.ibm.com/cloud/resourcecenter/content/82>

**QUESTION:** 58

A customer has discovered that EMC storage management tools are not adequate to

manage both EMC and IBM gear. Which IBM hardware product enables IBM Spectrum Control to manage both a customer's EMC VMAX and IBM storage?

- A. XIV
- B. IBM Spectrum Virtualize
- C. DS8870
- D. Storwize V3700

**Answer:** B

**QUESTION:** 59

Which function does a pre-install Technical and Delivery Assessment (TDA) perform?

- A. Providing a roadmap of questions to use when reviewing a proposal for IBM storage products
- B. Reviewing the customer's knowledge of the IBM storage solution
- C. Reviewing the technical configuration before ordering the storage solution
- D. Providing a roadmap of questions to use when assessing site readiness

**Answer:** B

**Reference:**

<http://www-03.ibm.com/certify/certs/23002403.shtml>

**QUESTION:** 60

On which IBM server platforms is IBM Spectrum Scale available?

- A. IBM i on POWER, and System z
- B. AIX and IBMion POWER
- C. AIX on POWER, and System z
- D. Linux and Windows on POWER

**Answer:** A

**Reference:**

<http://www-03.ibm.com/systems/in/storage/spectrum/scale/>

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