IBM

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Cloud and Smarter Infrastructure Storage Sales Mastery Test v5

and HIPAA regulations that require change
C. Offer a Butterfly analysis to help them see their environment including current and future total costs of running backup/recovery.
D. A and C

Answer: C

QUESTION: 25
Tivoli Storage Flash Copy Manager is very useful for large databases and custom applications. What does it provide?

A. Encryption
B. Real Time Compression
C. Thin provisioning via Space efficient FlashCopy
D. Online near instant snapshot backups with minimal performance impact

Answer: D

QUESTION: 26
Which is NOT true about using the Butterfly Analysis?

A. It opens the door to conversations with competitively installed accounts
B. Installs agents on the backup clients to collect business information and run analytics
C. Shortens sales cycles by exposing problems and creating a sense of urgency
D. Quantifies the financial benefits of migrating from a competing solution to IBM
E. All of the above

Answer: B

QUESTION: 27
When doing a POC against CommVault, what you should suggest to make them look bad?

A. Recover synthetic backups
B. Run a full backup
C. Use the scheduler

D. Run for only 3 days

QUESTION: 28
What is an example of Server Hypervisor?

A. TADDAM
B. Hypervisor for Windows and o/s2
C. VMware
D. SAN Volume Controller

QUESTION: 29
What Common capabilities does a storage Hypervisor NOT provide?

A. I/O Caching
B. Automated Tiering
C. Application aware snapshot
D. Encryption

QUESTION: 30
What is the value of the database within the TSM server?

A. SmartCloud support
B. Integration into VMware
C. Allows users to manage more data with less hardware compared to our competition
D. Limits the errors in the environment

Pass your exam at First Attempt....Guaranteed!