

IBM Certified Specialist C9020-667

IBM New Workloads Sales V1

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Questions**

<https://certs4sale.com/ibm/c9020-667-pdf-exam-dumps>

Version: 8.0

Question: 1

A z/OS customer wants to replace its existing storage with new IBM storage.
Which solution should the sales specialist recommend?

- A. IBM XIV
- B. IBM A9000R
- C. IBM DS8886
- D. IBM SAN Volume Controller

Answer: C

Question: 2

Which IBM solution provides simplified management for a heterogeneous block storage environment as compared to managing islands of storage?

- A. IBM Virtual Storage Center
- B. IBM Spectrum Protect Suite
- C. IBM Spectrum Accelerate
- D. IBM Spectrum Copy Data Management

Answer: C

References:

<https://www.ibm.com/uk-en/marketplace/block-storage-infrastructure>

Question: 3

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

- A. To calculate the projected downtime cost of the proposed solution
- B. To compare an IBM solution with a competitive solution
- C. To calculate the energy efficiency of the proposed solution
- D. To compare the warranty cost and the maintenance cost
- E. To compare an IBM solution versus an alternative IBM solution

Answer: B,E

Question: 4

An IBM end user has two sites, each with an IBM Storwize V5030. Each system has only the base license.

Which additional IBM Storwize license can assist in disaster recovery in case of site failure?

- A. Remote Mirror
- B. Easy Tier
- C. FlashCopy
- D. Real-time Compression

Answer: A

Question: 5

An IBM Storwize client needs a cloud-based solution to show how to reclaim space, predictive capacity management, and recommend ways to optimize tiers. Cost is a concern. What should the sales specialist recommend?

- A. IBM Spectrum Control Storage Insights
- B. IBM Network Advisor
- C. IBM Real-time Compression
- D. IBM Cloud Object Storage

Answer: A

Question: 6

A customer has several different storage systems from different vendors all connected on a storage area network. All arrays are at least 80% utilized, and the customer needs additional capacity. Rack space and power are very limited.

The sales specialist proposes the IBM SAN Volume controller built with IBM Spectrum Virtualize software.

Which concept should the sales specialist emphasize to the customer?

- A. Distributed RAID
- B. Real-time Compression
- C. Easy Tier
- D. Block and file I/O

Answer: B

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