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IBM C9020-667

IBM New Workloads Sales V1

Exam A

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

Correct Answer: C

Section: (none)

Explanation

Explanation/Reference:

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

Correct Answer: C

Section: (none)

Explanation

Explanation/Reference:

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

Correct Answer: BE

Section: (none)

Explanation

Explanation/Reference:

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

Correct Answer: A

Section: (none)

Explanation

Explanation/Reference:

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

Correct Answer: A

Section: (none)

Explanation

Explanation/Reference:

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

Correct Answer: B

Section: (none)

Explanation

Explanation/Reference:

QUESTION 7

A customer is running a latency sensitive application on an IBM DS8884 and is considering adding NL-SAS drives.

Which concern should the sales specialist raise?

- A. Maintenance costs
- B. Performance
- C. Power requirements
- D. Capacity

Correct Answer: B

Section: (none)

Explanation

Explanation/Reference:

QUESTION 8

A customer wants to extend the Technical Advisor coverage for an IBM FlashSystem V9000. What can the customer use to extend the Technical Advisor service?

- A. IBM Lab Services contract
- B. IBM Enhanced Services offering
- C. IBM Passport Advantage agreement
- D. IBM Digital Techline Center support

Correct Answer: B

Section: (none)

Explanation

Explanation/Reference:

QUESTION 9

A customer is interested in an IBM DS8886 feature that transfers frequently accessed blocks of data between spinning disk and solid state disk to increase system performance.

Which feature provides this capability?

- A. Storage Tier Optimizer
- B. Active File Management
- C. Data Management Services
- D. Easy Tier

Correct Answer: D

Section: (none)

Explanation

Explanation/Reference:

QUESTION 10

How does a customer obtain updates and support for Spectrum Protect after the first year of installation?

- A. IBM Software Subscription and Support
- B. IBM Lab Services contract
- C. IBM Global Financing
- D. IBM Warranty Support (pre-paid)

Correct Answer: A

Section: (none)

Explanation

Explanation/Reference:

QUESTION 11

How does IBM Spectrum Copy Data Management simplify copy data management?

- A. By enabling automation and orchestration of snapshots
- B. By creating use-profiles to enhance security
- C. By creating daily backups on tape
- D. By activating snapshot feature in each storage system

Correct Answer: A

Section: (none)

Explanation

Explanation/Reference:

QUESTION 12

A business partner uses the IBM TCOnow! tool to produce a TCO report for a customer. Which statement is true regarding a business partner accessing the IBM TCOnow! tool?

- A. The tool is available to download for free through IBM PartnerWorld.
- B. The tool can only be run via a web browser on the IBM PartnerWorld site.
- C. The tool must be purchased through CIOview.
- D. The tool has only limited content for business partners while the full tool is available to IBM employees.

Correct Answer: C

Section: (none)

Explanation

Explanation/Reference:

QUESTION 13

A sales specialist is presenting IBM Spectrum Scale to a prospect. The prospect has never heard of IBM Spectrum Scale and is concerned that it is a new product. Which response should the sales specialist use to alleviate the prospect's concern?

- A. IBM Spectrum Scale is inexpensive because it uses only non-intelligent SAS disk arrays configured in a highly redundant manner.
- B. IBM Spectrum Scale has been used for many years for high-performance computing environments.
- C. IBM has been a leader in storage virtualization for more than 12 years.
- D. IBM Spectrum Scale is a fixed configuration optimized for the customer's environment.

Correct Answer: B

Section: (none)

Explanation

Explanation/Reference:

QUESTION 14

A customer with a fast growing environment wants to simplify its backup and restore processes without increasing head count as data volumes expand. How does IBM Spectrum Protect meet this customer's requirements?

- A. It exclusively uses IBM Smarter Storage, saving on complexity.
- B. It provides multiple administrative roles, maximizing flexibility.
- C. It participates in CAMSS with mobile servers.
- D. It provides a self-service portal, allowing users to perform restores.

Correct Answer: D

Section: (none)

Explanation

Explanation/Reference:

QUESTION 15

A bank customer has two sites in Italy and France. One site uses IBM storage and the other uses a competitor. Which IBM solution is required for block storage when replicating data between the sites for disaster recovery?

- A. IBM Spectrum Scale
- B. IBM DS8886
- C. IBM Spectrum Virtualize

D. IBM XIV

Correct Answer: B

Section: (none)

Explanation

Explanation/Reference:

QUESTION 16

What aids a customer in reducing training for a small staff when deploying multiple IBM products?

- A. Common GUI
- B. Directed Maintenance Package
- C. Redbooks
- D. DS Storage Manager

Correct Answer: A

Section: (none)

Explanation

Explanation/Reference:

QUESTION 17

A customer wants to minimize floor space and consolidate multiple storage systems to a new IBM FlashSystem A9000R storage system.

Which feature of the IBM FlashSystem A9000R assists the customer with business requirement?

- A. Data reduction
- B. Synchronous replication
- C. VMware integration
- D. Storage virtualization

Correct Answer: D

Section: (none)

Explanation

Explanation/Reference:

QUESTION 18

Which IBM PartnerWorld technical resource should a qualified IBM Business Partner use to obtain technical information and competitive comparisons to close a proposal?

- A. BP Innovation Center
- B. Digital Techline Center
- C. DeveloperWorks
- D. Techdocs

Correct Answer: B

Section: (none)

Explanation

Explanation/Reference:

QUESTION 19

Which IBM storage product should a sales specialist propose to a customer who wants to acquire an IBM z13 and storage for a z/OS 400 TB DB2 application?

- A. IBM FlashSystem A9000R
- B. IBM Spectrum Scale
- C. IBM DS8886
- D. IBM Storwize V7000F

Correct Answer: C

Section: (none)

Explanation

Explanation/Reference:

QUESTION 20

An IBM Spectrum Scale customer is looking for a solution to manage active and inactive data based on policies for different tiers.

What should the IBM sales specialist suggest?

- A. IBM Spectrum Control

- B. Active File Management
- C. IBM Spectrum Virtualize
- D. DB2 Content Manager

Correct Answer: B

Section: (none)

Explanation

Explanation/Reference:

QUESTION 21

A customer wants to encrypt data at rest and centralize key management. Which solution should be proposed?

- A. IBM Storwize V7000 with IBM Spectrum Control
- B. IBM DS8884 with SSPC
- C. IBM FlashSystem A9000R with SKLM
- D. IBM TS7760 with RACF

Correct Answer: C

Section: (none)

Explanation

Explanation/Reference:

QUESTION 22

A customer needs to automate report generation and capacity planning of its storage environment. Which product should the sales specialist discuss?

- A. IBM Spectrum Control
- B. IBM Spectrum Virtualize
- C. IBM Spectrum Archive
- D. IBM Spectrum Scale

Correct Answer: A

Section: (none)

Explanation

Explanation/Reference:

QUESTION 23

Which IBM Spectrum option provides for block storage provisioning in an OpenStack powered cloud?

- A. Spectrum Archive
- B. Spectrum Protect
- C. Spectrum Scale
- D. Spectrum Control

Correct Answer: D

Section: (none)

Explanation

Explanation/Reference:

QUESTION 24

Which offering provides file sharing and transparent cloud tiering?

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

Correct Answer: C

Section: (none)

Explanation

Explanation/Reference:

QUESTION 25

Which IBM solution offers long-term, low-cost storage for private cloud to customers?

- A. IBM Spectrum Scale on DS8884
- B. IBM Copy Services Manager

- C. IBM Spectrum Archive
- D. IBM Spectrum Virtualize

Correct Answer: C

Section: (none)

Explanation

Explanation/Reference:

QUESTION 26

A customer has an IBM TS3500 Tape Library with two expansion frames. The library has LTO-3 drives and has only 200 tape cartridge slots available and no space in the existing frames to add further drives. The customer has decided to move LTO-7, but won't be able to purchase an IBM TS4500 for 18 months. Which statement demonstrates the investment protection the sales specialist should explain to the customer?

- A. A new TS3500 expansion frame with LTO-7 drives can be installed now and be moved to TS4500 at a later date.
- B. LTO-7 drives are faster and can access data on the existing LTO-3 cartridges.
- C. LTO-7 drives and media can be installed in the TS3500 and subsequently migrated to TS4500.
- D. LTO-7 drives are faster and can store more data on the existing LTO-3 cartridges.

Correct Answer: A

Section: (none)

Explanation

Explanation/Reference:

QUESTION 27

An IBM i customer is interested in an all-flash solution to help with performance and latency. Which advantage does the IBM FlashSystem 900 have over other vendors' flash solutions in this environment?

- A. Support for VIOS
- B. Native IBM i support
- C. Real-time Compression
- D. Deduplication

Correct Answer: C

Section: (none)

Explanation

Explanation/Reference:

QUESTION 28

An IBM Business Partner discovers that a client needs a data protection and retention strategy to complement an IBM Spectrum Scale server. The client needs a solution that incorporates long-term retention and tiered storage. Which solution should the business partner propose?

- A. IBM Spectrum Virtualize
- B. IBM Spectrum Archive
- C. IBM Spectrum Accelerate
- D. IBM Spectrum Protect Snapshot

Correct Answer: B

Section: (none)

Explanation

Explanation/Reference:

QUESTION 29

Which IBM Spectrum Virtualize feature enables a customer to store snapshots in the cloud?

- A. Transparent Cloud Tiering
- B. Easy Tier
- C. Global Mirror with Change Volumes
- D. IBM Cloud Object Storage

Correct Answer: A

Section: (none)

Explanation

Explanation/Reference:

QUESTION 30

Which virtual tape solution should a sales specialist recommend for a z/OS mainframe environment?

- A. IBM Spectrum Archive
- B. IBM Cloud Object Storage
- C. IBM DS8886
- D. IBM TS7760

Correct Answer: D

Section: (none)

Explanation

Explanation/Reference:

QUESTION 31

A customer has four data centers located at distances of 100 to 500 miles (161 to 805 kilometers) from each other. The customer is concerned about latency while replicating.

When should a sales specialist recommend a Global Mirror solution?

- A. If the disaster recovery plan has yet to be tested.
- B. If the license cost is the main criteria.
- C. If the secondary copy must always be in sync with the primary copy.
- D. If the performance on the primary site is critical.

Correct Answer: D

Section: (none)

Explanation

Explanation/Reference:

QUESTION 32

How does IBM define Solution Assurance or Technical Delivery Assessment (TDA)?

- A. It is a roadmap of questions to use when reviewing a configuration and proposal.
- B. It is a roadmap of questions to use when assessing site readiness.
- C. It is a technical assurance for confirming that the customer can implement the solution.
- D. It is a worldwide quality practice for conducting technical reviews.

Correct Answer: D

Section: (none)

Explanation

Explanation/Reference:

QUESTION 33

A customer is seeking an enterprise-class, business-critical hybrid data system with the highest reliability and availability characteristics. Which solution meets all of these requirements?

- A. IBM FlashSystem V9000
- B. IBM FlashSystem A9000R
- C. IBM FlashSystem 900
- D. IBM DS8886

Correct Answer: D

Section: (none)

Explanation

Explanation/Reference:

QUESTION 34

A customer is looking for a deep technical briefing on the IBM A9000R. Where should the IBM Business Partner take the customer?

- A. IBM Briefing Center
- B. IBM CompeteCenter
- C. IBM Innovation Center
- D. IBM Business Partner Innovation Center

Correct Answer: A

Section: (none)

Explanation

Explanation/Reference:

QUESTION 35

An IBM storage seller is in a competitive bid on an enterprise disk proposal. What can the IBM seller use to help with budget constraints for the end user?

- A. IBM CompeteCenter funds
- B. IBM Migration Factory funds
- C. IBM Power Closer funds
- D. IBM Global Financing

Correct Answer: D

Section: (none)

Explanation

Explanation/Reference:

QUESTION 36

During a meeting with a customer, an IBM sales specialist discovered that the reason for replacing existing storage is because of long rebuild times and multiple drive failures that have caused data loss and lengthy restores.

Which drive protection method should the sales specialist highlight as a solution with IBM Storwize?

- A. Drive mirroring
- B. Distributed RAID
- C. Traditional RAID
- D. JBOD

Correct Answer: B

Section: (none)

Explanation

Explanation/Reference:

QUESTION 37

A customer has requested an additional 100 TB of capacity for new database applications.

Which IBM tool should be used to predict response times for the additional storage?

- A. Performance Analyzer
- B. Disk Magic
- C. VSI
- D. Capacity Magic

Correct Answer: B

Section: (none)

Explanation

Explanation/Reference:

QUESTION 38

What is an advantage of IBM XIV compared to Dell Technologies VMAX?

- A. Fully automated software tiering
- B. Software priced by capacity
- C. Professional migration services
- D. Ease of management

Correct Answer: D

Section: (none)

Explanation

Explanation/Reference:

QUESTION 39

How is the IBM FlashSystem more efficient than competitor products?

- A. Millisecond response time
- B. Uses only SLC Flash
- C. Packaging of SSDs
- D. Lower latency

Correct Answer: D

Section: (none)

Explanation

Explanation/Reference:

QUESTION 40

What is a key difference on the warranty between IBM Storage with flash and many of its competitors?

- A. IBM provides coverage for flash for only one year.
- B. IBM provides full coverage for flash during the length of the warranty.
- C. IBM replaces the flash if the IOPS are within IBM specification.
- D. IBM provides on-site coverage for flash replacement.

Correct Answer: B

Section: (none)

Explanation

Explanation/Reference:

QUESTION 41

A long-time IBM Tivoli Storage Manager customer wants to expand a backup solution to include all of the company's virtual server farms that are based on VMware.

Which IBM solution should the sales specialist recommend?

- A. IBM Spectrum Protect
- B. IBM Spectrum Control
- C. IBM Spectrum Accelerate
- D. IBM Spectrum Virtualize

Correct Answer: A

Section: (none)

Explanation

Explanation/Reference:

QUESTION 42

How would an IBM Spectrum Virtualize customer minimize onsite storage for snapshots?

- A. Create a new pool of storage on the Spectrum Virtualize appliance and use it for snapshot space
- B. Designate an existing tape drive as a snapshot target
- C. Implement IBM Spectrum Archive as the target for the snapshots
- D. Designate the cloud as the target for all snapshots

Correct Answer: A

Section: (none)

Explanation

Explanation/Reference:

References:

https://www.ibm.com/support/knowledgecenter/STVLF4_7.8.0/spectrum.virtualize.780.doc/svc_iccreatecloudsnapshots.html

QUESTION 43

What is the most cost efficient storage medium for large backup and archival data?

- A. Tape
- B. Cloud
- C. Disk
- D. Flash

Correct Answer: A

Section: (none)

Explanation

Explanation/Reference:

QUESTION 44

A customer has floor space constraints and needs additional capacity for an application. The current environment is running at 80% utilization.

Which IBM Spectrum Virtualize concept should a sales specialist emphasize to the customer?

- A. Compression
- B. Distributed RAID
- C. Virtualization
- D. Block and file I/O

Correct Answer: A

Section: (none)

Explanation

Explanation/Reference:

References:

<https://www-01.ibm.com/common/ssi/cgi-bin/ssialias?infotype=an&subtype=ca&appname=g pateam&supplier=897&letternum=ENUS216-212>

QUESTION 45

A customer is looking to boost performance of its applications. It has two years left on the lease of existing storage. The customer also has a significant amount of copy services and replication built into its environment.

Which IBM storage solution is able to boost performance without a major change to the customer's environment?

- A. IBM FlashSystem A9000R
- B. IBM Spectrum Virtualize
- C. IBM DS8886
- D. IBM FlashSystem 900

Correct Answer: B

Section: (none)

Explanation

Explanation/Reference:

QUESTION 46

A customer asks for a disk virtualization product that supports multiple protocols.

Which two block protocols for host access does IBM SAN Volume Controller with IBM Spectrum Virtualize software support? (Choose two.)

- A. Fibre Channel
- B. SAS
- C. iSCSI
- D. NFS
- E. InfiniBand

Correct Answer: AC

Section: (none)

Explanation

Explanation/Reference:

QUESTION 47

Which storage solution allows a customer to dramatically increase performance while protecting investment in legacy storage?

- A. IBM FlashSystem V9000
- B. IBM DS8886
- C. IBM Spectrum Protect
- D. IBM XIV

Correct Answer: A

Section: (none)

Explanation

Explanation/Reference:

QUESTION 48

Which tool should be used to verify that a proposed IBM XIV solution will deliver the performance required by a customer's high transactional database applications?

- A. Batch Magic
- B. Capacity Magic
- C. Disk Magic
- D. STAT

Correct Answer: C

Section: (none)

Explanation

Explanation/Reference:

QUESTION 49

A customer using VMware is interested in performance and capacity utilization over time.

Which software should the IBM sales specialist direct the customer to install?

- A. IBM Spectrum Protect Snapshot
- B. IBM Subsystem Device Driver for VMware VAAI
- C. IBM Systems Director Storage Control

D. IBM Spectrum Control

Correct Answer: D

Section: (none)

Explanation

Explanation/Reference:

QUESTION 50

Which solution is appropriate for a customer with storage management constraints?

- A. IBM Spectrum Archive
- B. IBM Spectrum Control
- C. IBM Spectrum Accelerate
- D. IBM Spectrum Protect

Correct Answer: B

Section: (none)

Explanation

Explanation/Reference:

QUESTION 51

A customer has recently purchased an IBM V7000 2076-624 that will be installed in a multi-vendor environment. The customer wants application consistent restore capabilities.

What should you recommend to this customer?

- A. IBM Spectrum Protect Snapshot
- B. IBM Spectrum Control
- C. IBM Spectrum Scale
- D. IBM Spectrum Accelerate

Correct Answer: A

Section: (none)

Explanation

Explanation/Reference:

QUESTION 52

For which purpose is an ROI calculation used?

- A. To measure the overall OPEX and CAPEX of a project over a given period
- B. To measure the time until an investment is depreciated
- C. To measure the cost until leased equipment must be returned
- D. To measure the financial benefit of an investment over a given period

Correct Answer: D

Section: (none)

Explanation

Explanation/Reference:

QUESTION 53

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

Which product should the sales specialist recommend?

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

Correct Answer: B

Section: (none)

Explanation

Explanation/Reference:

QUESTION 54

An IBM storage customer has considered IBM SVC in the past but has never been able to justify the cost over traditional storage because of its rapidly growing data.

Which advantage of IBM Spectrum Virtualize software helps justify the cost for the customer?

- A. Hyper-Scale Mobility
- B. Real-time Compression
- C. Distributed RAID
- D. Integration with Workload Manager

Correct Answer: B

Section: (none)

Explanation

Explanation/Reference:

QUESTION 55

A customer has block storage sites in China, Japan, and Singapore.

Which IBM product enables the customer to replicate data across all three sites for business continuity?

- A. IBM V7000
- B. IBM DS8886
- C. IBM Spectrum Protect
- D. IBM FlashSystem 900

Correct Answer: B

Section: (none)

Explanation

Explanation/Reference:

QUESTION 56

A customer is refreshing its storage environment and wants to procure a storage solution that supports VMware VVOLs.

Which IBM solution should the sales specialist recommend?

- A. IBM Spectrum Scale
- B. IBM Spectrum Archive
- C. IBM TS7760
- D. IBM FlashSystem V9000

Correct Answer: D

Section: (none)

Explanation

Explanation/Reference:

QUESTION 57

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

- A. Reviews the ability of the customer to implement the IBM storage solution prior to delivery
- B. Reviews a configuration and/or proposal for IBM products and solutions prior to ordering
- C. Provides worksheets for rack locations, clustering configuration information, and cable connections
- D. Prepares the customer's environment for a successful implementation after delivery

Correct Answer: B

Section: (none)

Explanation

Explanation/Reference:

QUESTION 58

A customer plans to replace its storage infrastructure with an IBM XIV. The environment has Oracle databases and VMware.

Which feature of IBM XIV will assist the customer in accomplishing this goal?

- A. Native migration facility
- B. Automated scripts to move the data
- C. Host-based migration
- D. IBM Lab Services engagement

Correct Answer: A

Section: (none)

Explanation

Explanation/Reference:

QUESTION 59

A customer with multiple petabytes of archive data has a requirement for data to be stored on a disk-based solution, to be highly available across at least three sites, and for hardware CAPEX to be minimized.

Which storage solution should the sales specialist recommend?

- A. IBM Spectrum Archive
- B. IBM XIV
- C. IBM Cloud Object Storage
- D. IBM Spectrum Scale

Correct Answer: C

Section: (none)

Explanation

Explanation/Reference:

QUESTION 60

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

Correct Answer: B

Section: (none)

Explanation

Explanation/Reference: