

**C9020-667.exam**

Number: C9020-667  
Passing Score: 800  
Time Limit: 120 min  
File Version: 1.0



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**IBM C9020-667**

**IBM New Workloads Sales V1**

## Exam A

### QUESTION 1

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 2

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?



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- 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 3**

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 4**

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 5**

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 6

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?



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

**Correct Answer:** D

**Section:** (none)

**Explanation**

**Explanation/Reference:**

#### QUESTION 7

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 8

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 9

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 10

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 11

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 12**

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

- A. Spectrum Archive
- B. Spectrum ProtectC. Spectrum Scale
- D. Spectrum Control

**Correct Answer:** D

**Section:** (none)

**Explanation**

**Explanation/Reference:**



#### **QUESTION 13**

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 14**

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 15

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?



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- 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 16**

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 17**

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 18**

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 19**

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 20**

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 21**

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 22**

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



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- 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 23**

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 24**

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 25**

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 26

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\\_iccreatedcloudsnapshots.html](https://www.ibm.com/support/knowledgecenter/STVLF4_7.8.0/spectrum.virtualize.780.doc/svc_iccreatedcloudsnapshots.html)

#### QUESTION 27

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 28**

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=gpatteam&supplier=897&letternum=ENUS216-212>

**QUESTION 29**

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 30**

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 31**

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 32**

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?



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

**Correct Answer: C**

**Section: (none)**

**Explanation**

**Explanation/Reference:**

**QUESTION 33**

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 34**

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 35**

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:**



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