C9020-667.ibm

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?

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?

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?

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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?

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_iccreatecloudsnapshots.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=gpateam&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?

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: