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C1000-016

IBM Traditional Workloads Sales V2

Exam A

QUESTION 1

A client needs a storage solution to be compliant with new guidelines, such as GDPR requiring protection of personally identifiable information, especially when replacing failed hardware.

Which IBM Storwize family feature meets this need?

A. IBM Spectrum Control
B. Non-disruptive hot swap
C. Data-at-Rest encryption
D. Data in-flight encryption

Correct Answer: C
Section: (none)
Explanation

Explanation/Reference:

QUESTION 2
A client has a large file storage environment with data that is rarely accessed. The client wants to reduce its storage cost and minimize application changes.

A. Add an IBM Tape Library and IBM Spectrum Archive.
B. Extend the storage capacity using an IBM Storwize V5010 system.
C. Add an IBM Tape Library and IBM Spectrum Scale.
D. Predict file usage using IBM Spectrum Control Storage Insights.

Correct Answer: A

Section: (none)
Explanation

Explanation/Reference:
QUESTION 3
Which key benefit does VersaStack provide to customers to achieve administrative cost savings?

A. Best of breed components
B. Template-built repeatable processes
C. Scalability of individual components
D. All-inclusive software licensing

Correct Answer: C
Section: (none)
Explanation

Explanation/Reference:

QUESTION 4
Which IBM product should a sales person recommend if external encryption key management is desired?

A. IBM Spectrum Protect
B. IBM Security Access Manager
C. IBM Security Key Lifecycle Manager
D. IBM QRadar Security Information and Event Management

Correct Answer: C
Section: (none)
Explanation

Explanation/Reference:
Reference: https://www.ibm.com/support/knowledgecenter/en/STFS69_4.1.0/ts7740_encryption_extkeymgmt.html

QUESTION 5
How does the IBM Spectrum Control Storage Insights offering work with competitive offerings?

A. It enables the management, monitoring, and reporting of storage capacity and performance including application, department, and server views.

B. It combines internal data with external data about SAN, File Storage and businesses from various social networks.

C. It provides advanced analytics on data in flight and data at rest business information to gain a competitive advantage.

D. It enables IT and digital business transformation through trusted hybrid cloud and big-data solutions built upon a modern data center infrastructure.

Correct Answer: A
Section: (none)
Explanation

Explanation/Reference:
Reference: http://www.uit.com.br/wp-content/uploads/2016/09/SpectrumControl.pdf

QUESTION 6
A customer is looking for high performance storage from Dell Technologies, HPE, PureStorage, and IBM.

Which product should the sales specialist recommend for lowest latency?

A. IBM FlashSystem V9000
B. IBM FlashSystem 900
C. IBM FlashSystem A9000R
D. IBM FlashSystem A9000

Correct Answer: A
Section: (none)
Explanation

Explanation/Reference:

QUESTION 7
Which method should an IBM business partner with a Value Package subscription use to obtain pre-sales technical support from IBM?

A. Submit a request via Techline.
B. Contact IBM client representative.
C. Contact the local IBM SSR.
D. Submit a PMR request.

Correct Answer: C
Section: (none)
Explanation

Explanation/Reference:
QUESTION 8
A customer's video surveillance solution is characterized by large data transfers.

Which workload description fits the solution profile?

A. A transaction-based workload
B. A random workload
C. A throughput-based workload
D. A compressed workload

Correct Answer: C
Section: (none)
Explanation

Explanation/Reference:

QUESTION 9
A midrange customer has a storage solution from another vendor with 240 drives and low performance. The customer asks for a new storage solution with better performance that can also support more than 400 drives. The customer is cost sensitive.

Which solution should the sales specialist offer?

A. IBM Storwize V5020 cluster with 24F expansions

https://vceplus.com/

B. IBM Storwize V5030 with 12F expansions

C. IBM Storwize V5030 cluster with 92F expansions

D. IBM Storwize V5020 with 92F expansions

Correct Answer: A
Section: (none)
Explanation
Explanation/Reference:

QUESTION 10
Which tool should be used to model IBM storage solutions for performance?

A. Capacity Magic

B. Disk Manager

C. STAT Tool

D. Vdbench

Correct Answer: D
Section: (none)
Explanation

Explanation/Reference:

QUESTION 11
A customer wants to backup its Veritas environment via S3 protocol. The customer also needs a copy of that data available offsite at its remote disaster recovery site.

Which IBM solution should the sales specialist recommend?

A. IBM Storwize V7000 and Global Mirror to a remote IBM Storwize V7000

B. IBM Spectrum Protect for Workstations

C. IBM Cloud Object Storage

D. IBM TS4300 and a remote TS4300

Correct Answer: B
Section: (none)
Explanation

Explanation/Reference:

QUESTION 12
A customer wants to connect two data centers for disaster recovery purposes using asynchronous mirroring. The customer is concerned about availability and cost of dark fiber between the two sites.
Which IBM Storwize family feature should the IBM representative highlight to ease customer concerns?

A. High availability architecture B.
Cascading FlashCopy
C. Three site disaster recovery
D. IP-based replication

Correct Answer: B
Section: (none)
Explanation

Explanation/Reference:

QUESTION 13
A customer has a requirement for an online data warehouse of multiple petabytes to store a large quantity of videos from its CCTV cameras.

Which solution should the sales specialist recommend?

A. IBM Cloud Object Storage
B. IBM FlashSystem 900
C. IBM Spectrum Protect Plus
D. IBM Spectrum Connect

Correct Answer: A
Section: (none)
Explanation

Explanation/Reference:
Reference: https://www.google.com/url?sa=t&rct=j&q=&esrc=s&source=web&cd=11&ved=2ahUKEwi0va-rj5PgAhXnA2MBHYs1Cx8QFjAKegQIChAC&url=https%3A%2F%2Ftributary.com%2Fwp-content%2Fuploads%2F2017%2F08%2FIBM-COS-Overview-10-24-17-V4.pptx&usg=AOvVaw07yyBtaG-Yol6FfWCE90tT

QUESTION 14
Which storage software feature allows a customer to synchronously replicate its data?

A. Metro Sync
B. Metro/Global Mirror
C. Erasure Coding
D. Global Mirror

Correct Answer: B
Section: (none)
Explanation

Explanation/Reference:
Reference: https://www.ibm.com/support/knowledgecenter/en/HW213_7.3.0/com.ibm.storage.ssic.help.doc/f2c_copysgintro_1xiohq.html

QUESTION 15
Which sales enablement tool contains a custom view of the most current and qualified assets, seller guidance, and deal progression tools?

A. IBM PartnerWorld
B. IBM Techdocs
C. IBM Knowledge Center
D. IBM DeveloperWorks

Correct Answer: A
Section: (none)
Explanation

Explanation/Reference:
Reference: https://www.dns.cz/sites/default/files/ibm-partnerworld-program-guide.pdf

QUESTION 16
Which IBM solution offers long-term storage for private cloud to customers?

A. IBM Spectrum Protect Snapshot
B. IBM Spectrum Archive
C. IBM Spectrum Control
D. IBM Spectrum Protect Plus

Correct Answer: B
Section: (none)
Explanation

Explanation/Reference:
Reference: https://books.google.com.pk/books?id=-L5YDwAAQBAJ&pg=PA67&lpg=PA67&dq=IBM+solution+offers+long+term+storage+for+private+cloud+to+customers&source=bl&ots=sbl8vZR9GL&sig=ACfU3U0CSIQL_Rw-TTmRyv9E5i6bNPx3vA&hl=en&sa=X&ved=2ahUKEwirrffkJPgAhWN2hQKHaQcCisQ6AEwCHoECAUQAQ#v=onepage&q=IBM%20solution%20offers%20long%20term%20storage%20for%20private%20cloud%20to%20customers&f=false
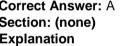
QUESTION 17
A client's CCTV cameras create 1 TB of data per day. This data needs to be stored online for 90 days and will only be accessed when a security violation is reported. The client's projected growth is 30% per year.

Which IBM storage solution delivers the lowest total cost of ownership over three years?

A. IBM Spectrum Archive with an IBM TS4300 Tape Library
B. IBM Storwize V7000 with compression
C. IBM Transparent Cloud Tiering
D. IBM Spectrum Protect Plus

Correct Answer: A
Section: (none)
Explanation

Explanation/Reference:

QUESTION 18
A customer is experiencing performance issues for an analytics workload.

Which IBM Storwize V7000 feature could most improve performance for the customer?

A. Storage Pool Balancing
B. Thin provisioning
C. Volume Mirror
D. Easy Tier

Correct Answer: D
Section: (none)
Explanation

Explanation/Reference:
Explanation:
Automated storage tiering with Easy Tier can help improve performance and lower costs by enabling more efficient use of flash storage or multiple tiers of disk drives. Easy Tier automatically identifies more active data and moves that data to faster storage such as flash. This helps organizations leverage flash storage for the data that can benefit the most. In fact, Easy Tier can deliver up to three times performance improvement with only five percent flash storage capacity.
Easy Tier can use any supported flash storage to accelerate any other storage. This approach delivers greater benefits from flash storage than tiering systems that are limited to just a single disk system

QUESTION 19
A customer has multiple block storage tiers in its environment but has a provisioning scheme where volumes are defined on a single tier. The customer has asked for a more flexible approach to tiering.

Which IBM solution is simple and easy to implement for this customer?
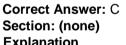
A. IBM Spectrum Connect
B. IBM Spectrum Accelerate
C. IBM Spectrum Virtualize
D. IBM Spectrum Scale

Correct Answer: C
Section: (none)
Explanation

Explanation/Reference:

QUESTION 20
A customer is comparing block-based Fibre Channel storage solutions available from several vendors.

What should be used to quickly enable the storage specialist to compare the financial benefits of the IBM solution?

A. TCOnow!
B. AWR Analysis
C. Competitive Battlecards

D. Storage Competitive Sales Tool

Correct Answer: C
Section: (none)
Explanation

Explanation/Reference:
Reference: https://www.under10playbook.com/articles/competitive-battle-cards

QUESTION 21
What is the role of the technical specialist in the pre-sales Technical and Delivery Assessment (TDA) review?

A. Validate that what is proposed will met the client requirements.
B. Review and approve the use of IBM Lab Services Statement of Work.

C. Review and approve the TCO analysis.
D. Validate Solution for Compliance in a Regulated Environment (SCORE).

Correct Answer: B
Section: (none)
Explanation

Explanation/Reference:

QUESTION 22
Which IBM Spectrum product should the sales specialist emphasize when considering the cost of unstructured big data storage?

A. IBM Spectrum Protect
B. IBM Spectrum Copy Data Management
C. IBM Spectrum Archive
D. IBM Spectrum Virtualize

Correct Answer: D
Section: (none)
Explanation

Explanation/Reference:

QUESTION 23
Which statement describes the full capacity of the IBM Strowize V5030 regarding the encryption feature?
A. Only internal storage can be encrypted.
B. Supports both data in-flight and data-at-rest encryption.
C. Only external storage can be encrypted.
D. Both internal and external storage can be encrypted.

Correct Answer: C
Section: (none)
Explanation

Explanation/Reference:
Reference: http://www-01.ibm.com/common/ssi/ShowDoc.wss?docURL=/common/ssi/rep_sm/2/877/ENUS2078-_h02/index.html&lang=en&request_locale=en

QUESTION 24
A university is building a storage system to support a high-performance computing environment (HPC).

Which IBM product is designed for this kind of workload?

A. IBM Spectrum Accelerate
B. IBM Spectrum Scale
C. IBM FlashSystem A9000R
D. IBM DS8886

Correct Answer: B

Section: (none)
Explanation

Explanation/Reference:
Reference: https://www.redbooks.ibm.com/redbooks/pdfs/sg248263.pdf

QUESTION 25
A customer wants to know if IBM Storwize Virtualization supports its various non-IBM Storage systems.

Which IBM tool should be used to verify the customer's environment?

A. IBM Storage Sales website
B. IBM Storage Sales Manual
C. IBM System Storage Interoperation Center
D. IBM Standalone Solutions Configuration Tool

Correct Answer: C
Section: (none)
Explanation

Explanation/Reference:
Reference: https://www-03.ibm.com/systems/support/storage/ssic/interoperability.wss

QUESTION 26
A customer requires automatic data placement between different levels of file storage.

Which solution is appropriate for this customer?

A. IBM Spectrum Accelerate
B. IBM Spectrum Connect
C. IBM Spectrum NAS
D. IBM Cloud Object Storage

Correct Answer: A
Section: (none)
Explanation

Explanation/Reference:
Reference: https://www.ibm.com/support/knowledgecenter/STZSWD_11.5.0/PDFs/IBM_Spectrum_Accelerate_11.5.0.c_PO.pdf

QUESTION 27
An IBM Storwize client is looking for a mechanism to restore applications in the event of a local system failure. An RPO has been discussed and could be as long as 48 hours.

Which solution meets this need with minimal cost?

A. IBM Spectrum Conductor
B. IBM Spectrum Virtualize Transparent Cloud Tiering
C. IBM Spectrum Virtualize for Public Cloud
D. IBM Spectrum Archive

Correct Answer: B
Section: (none)
Explanation
Explanation/Reference: