



IBM

C9020-667 Exam

IBM New Workloads Sales V1 Exam

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Version: 9.0

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

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

Answer: B

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

Answer: B

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

Answer: D

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)

Answer: A

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

Answer: A

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.

Answer: C

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.

Answer: B

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