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**Vendor:**IBM

**Exam Code:**C1000-020

**Exam Name:**IBM New Workloads Sales V2

**Version:**Demo

### QUESTION 1

In a customer briefing for IBM Flash System 900, the ability to reduce storage capacity using compression is presented as an option to lower hardware costs.

How should this capability be described?

- A. It is a compression and deduplication feature.
- B. It is a standard algorithm for all IBM disk and tape devices.
- C. It is a licensed function.
- D. It is primary storage data reduction by using a purpose-built technology.

Correct Answer: D

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### QUESTION 2

Which resource includes information to help move IBM storage opportunities forward?

- A. IBM SSIC
- B. Deal Accelerator Kit
- C. IBM Announcement Letters
- D. Know Your IBM

Correct Answer: B

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### QUESTION 3

Which IBM product lets a customer have the same data in three sites for business continuity?

- A. IBM Cloud Object Storage
- B. IBM Storwize V5030
- C. IBM FlashSystem V9000
- D. IBM Storwize V7000

Correct Answer: D

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### QUESTION 4

Which IBM storage product includes transparent cloud tiering?

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

Correct Answer: A

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#### **QUESTION 5**

A customer needs to create clones of a production database environment to refresh its test and development environments. The production database contains sensitive data, and automated data masking is required.

Which solution should the sales specialist recommend?

- A. IBM Spectrum Copy Data Management
- B. IBM Spectrum Virtualize
- C. IBM Spectrum Control
- D. IBM Spectrum Project Snapshot

Correct Answer: A

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#### **QUESTION 6**

A customer is deploying a new data center and requires a storage solution that provides storage virtualization, management, and archive-to-tape at the lowest cost per TB.

Which solution should the sales specialist recommend?

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

Correct Answer: D

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#### **QUESTION 7**

Which product allows a customer to monitor and recommend optimization for existing storage to align to business requirements?

- A. IBM Spectrum Connect

- B. IBM Spectrum Control
- C. IBM Spectrum Insights
- D. IBM Spectrum Scale

Correct Answer: B

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#### **QUESTION 8**

Which product should a sales specialist recommend for a customer who needs to monitor the historical performance of their Oracle database running on a IBM Storwize V7000?

- A. IBM Virtual Storage Center
- B. IBM Spectrum Connect
- C. IBM Spectrum Protect
- D. IBM Spectrum Control Base Edition

Correct Answer: C

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#### **QUESTION 9**

Which IBM software product used by IBM Spectrum Scale moves infrequently accessed data from disk to tape?

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

Correct Answer: D

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#### **QUESTION 10**

A customer wants to implement a software-defined storage solution and has existing storage leases that they want to leverage as part of the solution.

Which IBM SAN Volume Controller license is required?

- A. Encryption
- B. Virtualization
- C. Replication
- D. Real-time Compression

Correct Answer: C

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**QUESTION 11**

A customer has concerns about the performance of business analytics on its IBM XIV Gen3 system.

Which optional feature of the IBM Gen3 XIV retains the customer's investment in hardware and training and improves performance?

- A. Compression
- B. Self-encryption drives
- C. FlashCache
- D. Hyper-Scale Mobility

Correct Answer: D

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**QUESTION 12**

A sales specialist is proposing a storage product to an existing IBM storage customer. The product is already installed at a different customer site.

The Technical and Delivery Assessment (TDA) trigger table shows that a pre-install TDA is required for First in Customer Location (FICL).

What is this sales specialist required to perform?

- A. A pre-install TDA is not required as long as power and cooling requirements are reviewed with the customer.
- B. Since a pre-install TDA was already completed on the previous sale, no further action is required.
- C. A pre-install TDA must be completed for this sale since the product is listed in the trigger table.
- D. A pre-sale and pre-install TDA must be completed for this sale since the product is listed in the trigger table.

Correct Answer: C