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學習資料

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Exam : **C1000-016**

Title : IBM Traditional Workloads
Sales V2

Version : DEMO

1.Which method should an IBM Business Partner with a Value Package subscription use to obtain pre-sales technical support from IBM?

- A. Contact the IBM Technical Advisor assigned to the Business Partner
- B. Open a PMR request
- C. Submit a request via Digital Techline Center on IBM Partner World
- D. Contact IBM client representative

Answer: C

Explanation:

The IBM Value Package is an optional fee-based 12 month subscription providing a comprehensive set of benefits that can be purchased for one set price. As you move up the PartnerWorld levels from Member to Advanced and Premier, your benefits will increase at no additional cost. You may purchase this benefit regardless of membership level.

The Value Package includes:

Pre-sales/pre-deployment remote technical support during pre-deployment implementation and development projects, including technical assistance for product usage, migration, installation, and integration problems and questions.

Technical Sales Support: Pre-sales selling support: Techline, Technical sales assistance, Technical and Delivery Assessment (TDA), Incident management

2.A customer wants to grow its IBM disk environment and utilize as much of the installed devices as possible while simplifying management

Which offering meets the customer's needs?

- A. IBM Cloud Object Storage
- B. IBM Storwize V5010
- C. IBM Storwize V5020
- D. IBM SAN Volume Controller

Answer: D

3.A customer has an analytics application and does not have capacity to add new client data. The customer does not want to add more physical storage.

Which IBM Storwize V7000 feature should the sales specialist highlight?

- A. Thin provisioning
- B. Distributed PAID
- C. External virtualization
- D. Compression

Answer: D

4.A customer wants to add flash storage capacity to an existing block infrastructure. The customer currently has a Dell Technologies disk system that is still under a support contract for another year, and does not want to expand nor discard the existing disk system until the support contract is finished. The customer also expressed concern about the previous costs of migration when Dell Technologies disk systems have to be retired.

Which IBM solution addresses the customer's requirements?

- A. IBM Spectrum Accelerate

- B. IBM Storwize V7000F
- C. IBM Spectrum Scale
- D. IBM FlashSystem 900

Answer:D

5.A customer is implementing a data analytics application and is considering flash storage from IBM and HPE 3PAR all-flash.

Which resource can be used to show the financial benefit of IBM equipment over its competition?

- A. Butterfly study
- B. VSI
- C. TCOnow!
- D. SIO study

Answer:C

Explanation:

Storage Infrastructure Optimization (**sio**) is a tool to analyze the current storage on utilization Butterfly Storage Environment Assessment, Enabling organisations to fully realise their data protection reengineering strategies, and find new ways to drive greater value from storage software and hardware solutions (technical)

IBM, in conjunction with Blue Data Partners, introduces Visual Storage Intelligence (VSI)- a service that provides a visual health analysis of your complex SAN environment in minutes.

TCOnow is a comparing tool on a financial base (total cost of ownership) it will help you decide whether and how to consolidate your existing direct attached storage as well as any existing EMC, HDS, IBM, or other Fibre Channel arrays. TCOnow! for Enterprise Storage asks all the necessary questions to generate a Total Cost of Ownership (TCO) comparison for consolidating one to ten heterogeneous storage silos into an enterprise SAN. You can compare acquisition and operational costs alone or including SAN switches and directors, storage virtualization, even data recovery software.