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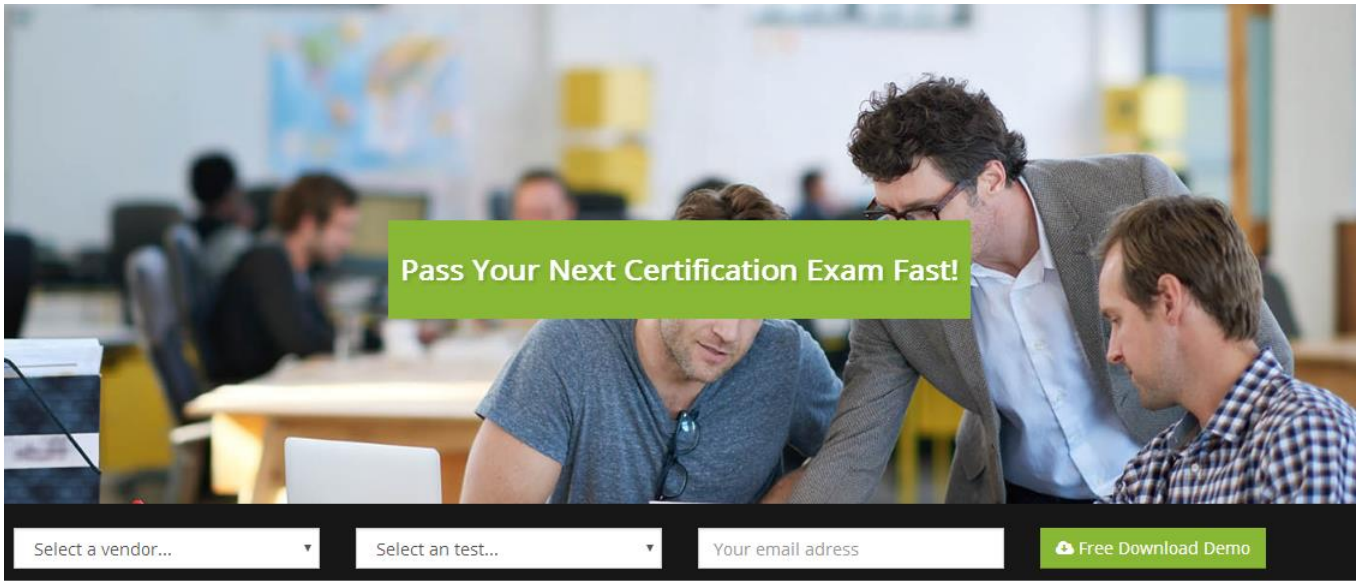

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Exam : C1000-020

Title : IBM New Workloads Sales V2

Vendor : IBM

Version : DEMO

NO.1 A customer who has just purchased an IBM FlashSystem A9000 wants to have IBM assistance with implementation and initial training.
Which IBM group should the sales specialist approach?
A. IBM Lab Services
B. IBM SSRs
C. IBM A9000 Development
D. IBM Technical Advisors
Answer: C

NO.2 A customer is spending considerable effort managing its mixed-vendor storage environment. Storage issues include lack of data migration, inability to analyze storage environment or mitigate hot spots and bottlenecks, and no consistent data protection capabilities.
Which IBM storage solution should the sale specialist recommend to enhance the existing environment?
A. IBM Spectrum Virtualize
B. IBM Spectrum Control
C. IBM Spectrum Accelerate
D. IBM Virtual Storage Center
Answer: B

NO.3 An HPC customer wants to manage large amounts of file data across multiple sites.
Which solution should the sales specialist propose to the customer?
A. IBM Spectrum NAS
B. IBM Spectrum Scale
C. IBM Spectrum Virtualize
D. IBM Spectrum Control
Answer: B

NO.4 What is the official IBM resource that is targeted at its business partners for information on storage?
A. IBM PartnerWorld
B. IBM Redbooks
C. Inside System Storage
D. IBM DeveloperWorks
Answer: A

NO.5 Which IBM PartnerWorld technical resource should a qualified IBM Business Partner use to obtain technical information and competitive comparisons to close a proposal?
A. IBM DeveloperWorks
B. IBM Techdocs
C. IBM Business Partner Innovation Center
D. IBM Techline
Answer: D