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Exam : **C1000-016**

Title : IBM Traditional Workloads
Sales V2

Vendor : IBM

Version : DEMO

NO.1 Which IBM product offers data compression, data reduction, and data deduplication?

- A. IBM TS4500
- B. IBM FlashSystem A9000
- C. IBM DS8886
- D. IBM FlashSystem 900

Answer: B

NO.2 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 A9000R
- C. IBM FlashSystem 900
- D. IBM FlashSystem A9000

Answer: A

NO.3 Where will a sales person locate proposal templates, client presentations, and other sales resources?

- A. IBM Knowledge Center
- B. IBM SmartSeller
- C. IBM Global Compete Center
- D. IBM Redbooks

Answer: B

NO.4 A customer wants to connect two data centers for disaster recovery purposes using asynchronous mirroring. The customer is 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. Three site disaster recovery
- B. Cascading FlashCopy
- C. IP-based replication
- D. High availability architecture

Answer: C

NO.5 Which statement describes the full capability of the IBM Storwize V5030 regarding the encryption feature?

- A. Only internal storage can be encrypted.
- B. Supports both data in-flight and data-at-rest encryption.
- C. Both internal and external storage can be encrypted.
- D. Only external storage can be encrypted.

Answer: C

NO.6 Where does a salesperson check to see if a Technical and Delivery Assessment (TDA) is required?

- A. IBM Knowledge Center
- B. IBM Techdocs
- C. IBM System Storage Interoperation Center (SSIC)
- D. Solution Assurance Trigger Criteria

Answer: D

NO.7 Which IBM offering combines encryption and erasure coding for greater security and information dispersal that enhances data availability?

- A. IBM Spectrum Protect
- B. IBM Storwize Family
- C. IBM Cloud Object Storage
- D. IBM DS8800 Family

Answer: C

NO.8 A client has a heterogeneous SAN disk environment. The task is to simplify the management of the existing storage infrastructure.

Which IBM solution should be recommended to this client?

- A. IBM Storage Insights
- B. IBM Spectrum Connect
- C. IBM Spectrum Virtualize
- D. IBM Spectrum Accelerate

Answer: D

NO.9 A customer is interested in the private cloud offerings for VersaStack.

Which IBM product should the sales specialist position along with VersaStack to provide exabyte scale?

- A. IBM Flash System A9000R
- B. IBM Cloud Object Storage
- C. IBM SoftLayer
- D. IBM Spectrum Virtualize

Answer: B

NO.10 Which IBM technology requires no idle spare hard drives in the event of a drive failure?

- A. RAID6
- B. DRAID
- C. RAID 10
- D. TRAD

Answer: B