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**Exam** : **C9020-460**

**Title** : IBM Midrange Storage Sales  
V2

**Vendor** : IBM

**Version** : DEMO

NO.1 During which phase should a Technical and Delivery Assessment (TDA) be conducted for determining power cord configuration?

- A. Post-sale
- B. Pre-sale
- C. Post-install
- D. Pre-install

**Answer:** B,D

Explanation:

(<http://www304.ibm.com/services/weblectures/dlv/partnerworld/online/ltu28441/p595%20sapr%20guide.doc>)

NO.2 A customer has a growing VMware environment and is concerned about managing storage capacity utilization and growth.

Which IBM Storwize V7000 feature will address this customer's concern?1`

- A. Fibre Channel connectivity
- B. Real-time Compression
- C. Encryption
- D. Easy Tier

**Answer:** B

Explanation:

([http://www-03.ibm.com/systems/in/storage/disk/storwize\\_v7000/](http://www-03.ibm.com/systems/in/storage/disk/storwize_v7000/))

NO.3 A client has a heterogeneous storage environment containing disk products like EMC Clarion, HP EVA and IBM DS5300. The task is to simplify the management of the existing storage infrastructure.

Which IBM solution should be recommended to this client?

- A. IBM SmartCloud Storage Access
- B. IBM SAN Volume Controller
- C. IBM Systems Director
- D. IBM Spectrum Protect

**Answer:** A

Explanation:

(<http://www-03.ibm.com/software/products/no/category/storage-software>)

NO.4 A customer issued a RFP for a storage system that requires direct host attachment using SAS.

Which disk storage solution should the sale specialist propose?

- A. IBM Spectrum Control
- B. IBM Storwize V7000
- C. IBM Spectrum Virtualize
- D. IBM Storwize V3700

**Answer:** D

Explanation:

(<http://www-01.ibm.com/common/ssi/cgi->

bin/ssialias?infotype=an&subtype=ca&appname=gpatteam&supplier=897&letternum=ENUS 113-094)

NO.5 A small SMB customer with four servers and an old HP StoreVirtual (Lefthand) with 20 TB needs a new storage system. The old storage system has problems with response time, and it needs more space. Cost is important to the customer.

Which IBM storage system should you recommend?

- A. Storwize V3700 with Easy Tier
- B. Storwize V3700 with SAS ports
- C. Storwize V3700 with FC ports
- D. Storwize V3700 with full bundle

**Answer:** A

Explanation:

([http://www-03.ibm.com/systems/in/storage/disk/storwize\\_v3700/index.html](http://www-03.ibm.com/systems/in/storage/disk/storwize_v3700/index.html))