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**Exam : C1000-020**

**Title : IBM New Workloads Sales  
V2**

**Version : DEMO**

1.Which resource should an IBM Storage seller use to model disk performance for a consolidation to an IBM Flash System V9000?

- A. Disk Magic
- B. Capacity Magic
- C. Batch Magic
- D. STAT

**Answer: A**

2.A customer wants to deploy a grid-based software-defined storage solution for a new block-based application workload

Which solution provides hotspot-free performance and QoS without the need for manual or background tuning?

- A. IBM Cloud Object Storage
- B. IBM Spectrum Accelerate
- C. IBM Spectrum Scale
- D. IBM Spectrum Virtualize

**Answer: B**

Explanation:

<https://www.ibm.com/developerworks/community/blogs/accelerate/resource/AccelerateXIVNew-SpectrumAccelerate27March2015final.pdf?lang=en>

3.A customer is looking for a deep technical briefing on the BM Flash System A9000R.

Where should the IBM Business Partner host the customer?

- A. IBM Compete Center
- B. IBM Business Partner Innovation Center
- C. IBM Innovation Center
- D. IBM Systems Client Centers

**Answer: D**

Explanation:

<https://www.ibm.com/it-infrastructure/services/client-centers>

4.Which advantage of IBM cloud storage should a salesperson highlight to a customer with budget constraints?

- A. Transforming Hybrid to Private
- B. Transforming OPEX to CAPEX
- C. Transforming CAPEX to OPEX
- D. Transforming TCO to TCA

**Answer: C**

5.A media customer has an IBM TS3500 Tape Library with two expansion frames. The library has LTO-6 drives and has only 200 tape cartridge slots available and no space in the existing frames to add further drives. The customer has decided to move to LTO-8, but won't be able to purchase an IBM TS4500 for 18 months.

Which statement demonstrates the investment protection the sales specialist should explain to the

customer?

- A. LTO-8 drives are faster and can access data on the existing LTO-6 cartridges
- B. A new TS3500 expansion frame with LTO-8 drives can be installed now and be moved to TS4500 at a later date
- C. LTO-8 drives are faster and can store more data on the existing LTO-6 cartridges
- D. LTO-8 drives and media can be installed in the TS3500 and subsequently migrated to TS4500

**Answer: B**