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# **Q&A**

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**Exam** : **C9020-970**

**Title** : IBM Enterprise Storage  
Sales V4

**Version** : DEMO

1.Which characteristic of a customer's server defines the storage device that could be attached?

- A. Form factor
- B. Clock speed
- C. Memory size
- D. Operating system

**Answer: D**

2.Which type of tape should an IBM sales specialist recommend to an enterprise customer?

- A. 3480
- B. DLT
- C. LTO
- D. SLC

**Answer: C**

3.What simplifies customer training requirements for storage management across multiple IBM enterprise offerings?

- A. Redbooks
- B. Storage GUIs
- C. DS Storage Manager
- D. Directed Maintenance Package

**Answer: B**

4.Which product will allow a customer to aggregate, monitor, and recommend optimization for existing storage?

- A. SVC
- B. ESS
- C. IBM Spectrum Control
- D. IBM Spectrum Virtualize

**Answer: C**

5.What is a customer with storage management constraints likely to inquire about?

- A. IBM Spectrum Control
- B. IBM Spectrum Protect
- C. IBM Spectrum Archive
- D. IBM Spectrum Accelerate

**Answer: A**