Exam : **C1000-016**

Title : IBM Traditional Workloads Sales V2

Version : DEMO

1.To support demanding business requirements, which key data protection objective should be the IT staffs concern?
A. RTO
B. TCO
C. TCA
D. ROI
Answer:A

2.A customer has many VMware-based applications and wants to introduce a new storage cluster solution to optimize the usage of the server's internal disks. The client's IT administrators are experienced in VMware but have no specific storage skills
Which solution fulfills the client's requirements?
A. IBM Spectrum Archive
B. IBM Spectrum Scale
C. IBM Spectrum Accelerate
D. IBM Spectrum Protect
Answer:C

3.A CFO has provided the company's current operational costs along with the budget for a new system. The customer is not interested in leasing options.
What information is needed to determine if a proposed solution meets the customer’s financial needs?
A. Proposed implementation schedule of new system
B. Projected operational expenditures (OPEX)
C. Projected capital expenditures (CAPEX
D. Proposed decommissioning schedule of existing system
Answer:B

4.A client has a two vendor strategy that is causing some concern because it must replicate data. Dell Technologies is recommending replacing the IBM storage with one of its storage platforms.
What should the sales specialist recommend that the client use to replicate its data between Dell Technologies and 13M storage?
A. IBM Spectrum Virtualize
B. IBM Transparent Cloud Tiering
C. IBM Aspera
D. IBM Spectrum Protect
Answer:A

5.A prospective client is considering the purchase of an IBM FlashSystem. The client has asked for an analysis of its current DB2 environment to determine which LUNs and servers are most impacted by IOPS and latency.
Which type of analysis should the sales specialist recommend?
A. Automatic Workload Repository Report
B. Arxscan
C. Data Pattern Analytics

D. Comprestimator
Answer:A