



**Vendor:** IBM

**Exam Code:** C1000-016

**Exam Name:** IBM Traditional Workloads Sales V2

**Version:** DEMO

#### QUESTION 1

A customer wants to connect two data centers for disaster recovery purposes using asynchronous mirroring. The customer is concerned 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. High availability architecture
- B. Cascading FlashCopy
- C. Three site disaster recovery
- D. IP-based replication

**Answer: B**

#### QUESTION 2

How would a sales specialist determine if a Technical and Delivery Assessment (TDA) is mandatory for system storage?

- A. Trigger criteria
- B. System Storage Interoperation Center (SSIC)
- C. Worldwide Quality Assurance
- D. IBM Techdocs

**Answer: A**

#### QUESTION 3

A client would like to replace existing hardware in its data center. The sales specialist has proposed an IBM Global Financing option to buy marketable assets to make room for IBM equipment and free up funds for the client's new IT investment.

What is this type of finance deal called?

- A. Lease and Loan
- B. Asset Buyback
- C. Inventory Financing
- D. Receivable Financing

**Answer: B**

#### QUESTION 4

Which IBM product offers data compression, data reduction, and data deduplication?

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

**Answer: A**

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