

# QUESTIONS & ANSWERS

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**IBM**

## **M9060-719**

*Cloud and Smarter Infrastructure Storage Sales Mastery  
Test v5*



# DEMO

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**QUESTION: 22**

What is the value of the TSM Operations Center in TSM v7.1?

- A. You can use it your iPad or Android tablet if connected to the Tivoli Integrated Portal
- B. Ease of use and ease of deployment with complete visibility and control
- C. If s easier to use than the FrontSafe Portal
- D. Free of charge and available to anyone on version 5 and above of TSM

**Answer: B**

**QUESTION: 23**

When pooling resources, what will the Storage Hypervisor provide?

- A. Better Utilization of physical storage
- B. Allowing use of disk by any system on the network
- C. Providing data quickly and easily to Virtual machines
- D. All of the above

**Answer: D**

**QUESTION: 24**

Tivoli Storage FlashCopy Manager is very useful for large databases and custom applications. What does it provide?

- A. Encryption
- B. Real Time Compression
- C. Thin provisioning via Space efficient FlashCopy
- D. Online near instant snapshot backups with minimal performance impact

**Answer: D**

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**QUESTION: 25**

Your Prospect is NOT interested in changing their competitive backup/recovery product. What should you do?

- A. Ask how long they've owned their software(s) and if they can confidently recover their data as quickly as needed and are ready to handle their growth for next 3 years
- B. Ask about their deduplication ratios and their encryption needs to comply with PCI and HIPAA regulations that require change
- C. Offer a Butterfly analysis to help them see their environment including current and future total costs of running backup/recovery.
- D. A and C

**Answer:** C

**QUESTION:** 26

Which is NOT true about TSM for Virtual Environments version 7.1?

- A. A Provides complete VMware data protection with the outstanding RTO and granularity
- B. Instant Restore of full virtual machines and Object Level recovery within VM's
- C. Could backup 1,000 Virtual Machines in 34 minutes
- D. Industry leading Citrix and KVM hypervisor data protection

**Answer:** D

**QUESTION:** 27

When should a C&SI Rep or BP sell TSM Backup as a service via FrontSafe Portal?

- A. For MSP's/Customers that want to provide cloud based services internally to different departments and provide showback or chargeback.
- B. For MSP's/Customers that want to provide cloud based services externally to customers as a new business model
- C. For MSP's/Customers with small amounts of data and don't need extremely fast recovery
- D. MSP's/Customers with large amounts of data and need fast recovery but simply don't want on premise based solution
- E. All of the above

**Answer:** E

**QUESTION: 28**

Which vendor has the lowest TCO and uses less server, storage and network infrastructure resources to deliver proven backup/recovery?

- A. IBM
- B. EMC
- C. Symantec
- D. CommVault

**Answer: A**

**QUESTION: 29**

What is an example of Server Hypervisor?

- A. TADDAM
- B. Hypervisor for Windows and o/s2
- C. VMware
- D. SAN Volume Controller

**Answer: C**

**QUESTION: 30**

A Prospect sees risks in buying TSM and using the progressive incremental / incremental forever backup approach incremental. How do you handle that objection?

- A. Use "Feel, Felt, Found" to connect with them at a personal level and figure out how to minimize their risk of using this proven methodology while building confidence throughout customer examples and savings.
- B. Run a Butterfly to see how much of their data is unstructured vs. structured
- C. Ask more about their full backups and encourage them to use fulls as long as they run TSM's efficient tape colocation and reclamation
- D. A and B

**Answer: D**

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