



Up-to-date Questions and Answers from authentic resources to improve knowledge and pass the exam at very first attempt. ---- Guaranteed.



M9060-719 Dumps  
M9060-719 Braindumps  
M9060-719 Real Questions  
M9060-719 Practice Test  
M9060-719 Actual Questions



**IBM**

# M9060-719

*Cloud and Smarter Infrastructure Storage Sales Mastery Test v5*



**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. It'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**

**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**



# SAMPLE QUESTIONS

*These questions are for demo purpose only. **Full version is up to date and contains actual questions and answers.***

*Killexams.com is an online platform that offers a wide range of services related to certification exam preparation. The platform provides actual questions, exam dumps, and practice tests to help individuals prepare for various certification exams with confidence. Here are some key features and services offered by Killexams.com:*

**Actual Exam Questions:** *Killexams.com provides actual exam questions that are experienced in test centers. These questions are updated regularly to ensure they are up-to-date and relevant to the latest exam syllabus. By studying these actual questions, candidates can familiarize themselves with the content and format of the real exam.*

**Exam Dumps:** *Killexams.com offers exam dumps in PDF format. These dumps contain a comprehensive collection of questions and answers that cover the exam topics. By using these dumps, candidates can enhance their knowledge and improve their chances of success in the certification exam.*

**Practice Tests:** *Killexams.com provides practice tests through their desktop VCE exam simulator and online test engine. These practice tests simulate the real exam environment and help candidates assess their readiness for the actual exam. The practice tests cover a wide range of questions and enable candidates to identify their strengths and weaknesses.*

**Guaranteed Success:** *Killexams.com offers a success guarantee with their exam dumps. They claim that by using their materials, candidates will pass their exams on the first attempt or they will refund the purchase price. This guarantee provides assurance and confidence to individuals preparing for certification exams.*

**Updated Content:** *Killexams.com regularly updates its question bank and exam dumps to ensure that they are current and reflect the latest changes in the exam syllabus. This helps candidates stay up-to-date with the exam content and increases their chances of success.*

**Technical Support:** *Killexams.com provides free 24x7 technical support to assist candidates with any queries or issues they may encounter while using their services. Their certified experts are available to provide guidance and help candidates throughout their exam preparation journey.*

For More exams visit <https://killexams.com/vendors-exam-list>  
*Kill your exam at First Attempt....Guaranteed!*