



## **M2010-719**

Cloud and Smarter Infrastructure Storage Sales Mastery Test v5

Document version: 9.30.06

## Important Note About M2010-719 PDF

techeXams' **M2010-719 PDF** is a comprehensive compilation of questions and answers that have been developed by our team of certified professionals. In order to prepare for the actual exam, all you need is to study the content of this exam questions. An average of approximately 10 to 15 hours should be spent to study these exam questions and you will surely pass your exam. It's our guarantee.

### Copyright

techeXams holds the copyright of this material. techeXams grants you a limited license to view and study this material, either for personal or commercial use. Unauthorized reproduction or distribution of this material, or any portion thereof, may result in severe civil and criminal penalties, and will be prosecuted to the maximum extent possible under law.

### Disclaimer

Neither this guide nor any material in this guide is sponsored, endorsed or affiliated with any of the respective vendor. All trademarks are properties of their respective owners.

## QUESTION NO: 1

**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 NO: 2

**For what 3 main themes is TSM 7.1 now known?**

- A. Incremental forever, Deduplication, and Compression
- B. Mobility, Flexibility, Optimization
- C. Simplicity, Efficiency, and Scalability

Answer: C

## QUESTION NO: 3

**What's the name of the product we sell for Backup-as-a-Service?**

- A. TSM4Cloud
- B. TSM Operations Center
- C. FrontSafe Portal
- D. SmartCloud Virtual Storage Center

Answer: C

## QUESTION NO: 4

**HP Data Protector is usually:**

- A. Product sold with IBM hardware
- B. Product sold with HP hardware
- C. A product sold with EMC hardware
- D. All of the above

Answer: B

## QUESTION NO: 5

**TSM added software Distribution to its base product to support all but which of the following OS'es?**

- A. HPUX
- B. Citrix XenServer
- C. Linux
- D. AIX

Answer: B

## QUESTION NO: 6

**What is IBM's Storage Hypervisor named?**

- A. IBM Hypervisor
- B. IBM SAN Volume Controller
- C. IBM SmartCloud Virtual Storage Center
- D. IBM SmartCloud Virtual Storage Manager

Answer: C

## QUESTION NO: 7

**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

## Get Full Version of Exam M2010-719 PDF Q&A

techeXams presents authentic, genuine and valid study material, which promise 100% success in very first attempt. To take optimal results for M2010-719 exam, you need to buy full version of M2010-719 question and answer. An average of approximately 10 to 15 hours should be spent to study these exam questions and you will surely pass your exam. So come join us and quench your thirst for knowledge.

**Get complete M2010-719 exam questions and answers by visiting URL**

**["http://www.techexams.ws/exams/M2010-719.do"](http://www.techexams.ws/exams/M2010-719.do)**