



C4070-603^{Q&As}

IBM System z Sales V6

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QUESTION 1

A customer is very interested in outbound tape encryption to protect backup tapes stored off site. Which of the following support this feature?

- A. TD1135
- B. TS1130
- C. TS7700
- D. TS1135

Correct Answer: C

QUESTION 2

An HP customer is considering consolidation to a single z114 server. They mention a proprietary operating system they use heavily. Which of the following is that operating system?

- A. HP UX
- B. RH-7
- C. AIX
- D. RH-8

Correct Answer: A

QUESTION 3

Which of the following environments could be supported by the z114 Model M05?

- A. z/OS with three zIIPs
- B. Five CPs plus redundant spare processor
- C. zLinux requires 128GB memory
- D. CF with one to four ICFs

Correct Answer: D

QUESTION 4



A Z114 customer is concerned about system outages. Which of the following address this concern?

- A. Energy Efficiency
- B. RAID protection
- C. vmWare
- D. Business Resilience

Correct Answer: D

QUESTION 5

A System z Sales Specialist is preparing a proposal for a z10 customer for a potential upgrade to zEnterprise system. They need to propose a z196 model with 20% growth to the existing capacity. How can the seller best determine the right model for the customer?

- A. Refer to the MIPS table to find the matching model
- B. Discuss with the customer to find out what is their preferred model
- C. Engage Techline to perform capacity planning on the current machine
- D. Use Sales Plays to find correct model

Correct Answer: C

QUESTION 6

A customer has a Power with AIX server farm with network connectivity to a zEnterprise processor. Which of the following would represent a potential zBX opportunity for this customer?

- A. The customer wants to accelerate their DB2 on Power with AIX.
- B. The customer wants a stand-alone zBX with Power blades to free up floor space.
- C. The customer wants to accelerate certain DB2 on zEnterprise queries.
- D. The customer wants to move Linux virtual machines from the zEnterprise to a zBX so that the Linux applications can be closer to a Smart Analytics Optimizer.

Correct Answer: C

QUESTION 7

A z10 customer asks the System z Sales Professional to suggest resources to develop application business solutions.



Which of the following meet this need?

- A. Business Partners. IGS, Techline
- B. Techline, Supportline. ZCP3000
- C. Gartner Group, CA. System Integrators
- D. IGS, IBM Business Partners, Strategic Partners

Correct Answer: A

QUESTION 8

A customer running Oracle on a System z needs more capacity to keep up with increasing demand on the customer database. What is the first activity that should be performed by the sales person?

- A. Investigate use of a CoD
- B. Review the original requirements
- C. Conduct an expert level Solutions Assurance
- D. Assess the existing environment

Correct Answer: A

QUESTION 9

Which of the following is a key benefit to customers who deploy zEnterprise compared to other solutions?

- A. Virtualization and hardware management across multiple platforms
- B. A management solution that provides support across multiple x86 hypervisors.
- C. A management solution for the complete multi-vendor infrastructure within a datacenter.
- D. A hypervisor infrastructure that allows movement of an application online between different architectures.

Correct Answer: A

QUESTION 10

A z196 prospect is considering a zAAP processor. Which of the following is a business benefit of this processor?



- A. Potential licensing savings
- B. More rapid processing
- C. Smaller footprint
- D. More energy efficient

Correct Answer: C

QUESTION 11

Which of the following is required for virtualization and consolidation for a z114 customer?

- A. zVM
- B. vmWare
- C. WorkLoad Manager (WLM)
- D. Live Partition Mobility

Correct Answer: A

QUESTION 12

A customer requested System z software details and pricing. Which IBM tool would be utilized to configure the software products?

- A. zPCR
- B. zIAW
- C. eConfig
- D. CFSW

Correct Answer: D

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