



C4070-603^{Q&As}

IBM System z Sales V6

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QUESTION 1

Which of the following offerings turns on System z capacity permanently?

- A. CPE
- B. CIU
- C. CBU
- D. OOCoD

Correct Answer: B

QUESTION 2

A customer has a z196 and is considering adding Linux to their server. Which specialty engine is capable of running Linux?

- A. ICF
- B. IFL
- C. zAAP
- D. zIIP

Correct Answer: B

QUESTION 3

A customer has a zBX with z/OS DB2 running on their z196. They want to deploy SAP application servers, but are not sure where they should run. Which is the correct recommendation?

- A. Linux on IFLs because they are closest to the database
- B. zBX POWER blades, because they deliver the best performance
- C. A Fit for Purpose (Best Fit) study to determine the most appropriate platform solution
- D. zBX Intel blades because they deliver the best price/performance

Correct Answer: C

QUESTION 4



An IBM System z seller is preparing a proposal to 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 determine the right model for the customer?

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

Correct Answer: D

QUESTION 5

A System z customer states they are planning to migrate to Linux and get off the mainframe because of cost concerns. Which of the following is an appropriate response for the System z Sales Specialist?

- A. Use the mainframe for a database server only
- B. Deliver a Linux on System z excellence presentation
- C. Propose a services contract to migrate the System z workloads to a distributed platform
- D. Work with the customer to understand their issues

Correct Answer: B



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