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IBM System z Sales V6

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QUESTION 1

Which of the following information is NOT provided in the SAPR guide when performing TDA review for z114?

A. Hardware feature codes

B. Software product model number

C. Presales and Installation Checklist

D. Presales and Installation Must-Read Information

Correct Answer: D

QUESTION 2

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 3

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 4

A customer has an IBM eServer z900 1C5 and an IBM eServer z900 1C1. The customer would like to upgrade the IBM z900 1C1 to a z196 to accommodate both workloads in the event that the IBM z900 1C5 becomes unavailable. Which of the following will best provide the customer with this capability?

A. CBU

B. CUoD

C. IFL

D. OOCoD

Correct Answer: A

QUESTION 5

A zEnterprise customer is interested in the Cloud technology and is worrying about charging back the service. Which of the following Tivoli offering addresses this?

A. Tivoli Security for zEnterprise

B. Integrated Service Management of Tivoli

C. Tivoli Performance Manager for zEnterprise

D. Tivoli Asset and Financial Management for zEnterprise

Correct Answer: B

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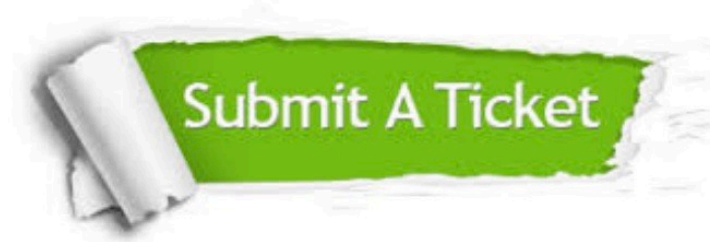
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