

Exam : A4070-603

Title : Assessment: System z  
Sales V6

Version : Demo

1.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

Answer: C

2.A customer is considering Linux solution. There are several competitive solutions under consideration. The System z sales specialist is considering System z Solution Edition for Enterprise Linux or an IBM Enterprise Linux Server. Which of the following is included in these offering.?

- A. Predefined hardware, software, services
- B. Predefined hardware, Linux subscription, and Linux services
- C. IBM middleware, Extended Warranty, VMContol
- D. RACF, zAAP , DirMaint

Answer: A

3.A customer recently ordered a zEnterprise with a zBX. Which of the following is the best action the sales specialist could take to ensure the customer is satisfied with the new zBX?

- A. Propose a Fit For Purpose Study
- B. Schedule an implementation planning meeting
- C. Propose Extended Warranty Contract for the zBX
- D. Propose an Early Ship Program (ESP) for running their AIX applications

Answer: B

4.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

Answer: D

5.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 mulit-vendor infrastructure within a datacenter.
- D. A hypervisor infrastructure that allows movement of an application online between different architectures.

Answer: A

# Trying our product !

- ★ **100%** Guaranteed Success
- ★ **100%** Money Back Guarantee
- ★ **365 Days** Free Update
- ★ **Instant Download** After Purchase
- ★ **24x7** Customer Support
- ★ Average **99.9%** Success Rate
- ★ More than **69,000** Satisfied Customers Worldwide
- ★ Multi-Platform capabilities - **Windows, Mac, Android, iPhone, iPod, iPad, Kindle**

## Need Help

Please provide as much detail as possible so we can best assist you.

To update a previously submitted ticket:



 <b>One Year Free Update</b> Free update is available within One Year after your purchase. After One Year, you will get 50% discounts for updating. And we are proud to boast a 24/7 efficient Customer Support system via Email.	 <b>Money Back Guarantee</b> To ensure that you are spending on quality products, we provide 100% money back guarantee for 30 days from the date of purchase.	 <b>Security &amp; Privacy</b> We respect customer privacy. We use McAfee's security service to provide you with utmost security for your personal information & peace of mind.
---	---	--

## Guarantee & Policy | Privacy & Policy | Terms & Conditions

Any charges made through this site will appear as Global Simulators Limited.

All trademarks are the property of their respective owners.

Copyright © 2004-2014, All Rights Reserved.

Get Latest & Actual IT Exam Dumps with VCE and PDF from Pass4itSure.  
<https://www.Pass4itSure.com>