



C4070-603^{Q&As}

IBM System z Sales V6

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**QUESTION 1**

A customer is running WLC, which requires SCRT. Which of the following does this tool measure?

- A. Amount of Java code that is eligible for zAAP engine
- B. Peak rolling 4-hour average
- C. Models future performance based on growth estimates
- D. Snapshot of current server performance

Correct Answer: B

QUESTION 2

A z/OS customer is running on a z9 machine and is having a batch window problem. Which of the following would be the best first step to address this problem?

- A. Propose additional memory on the z9
- B. Propose technical analysis of the batch window
- C. Propose upgrade to new machine with faster processors
- D. Recommend Smart Analytics Optimizer (ISAO) to accelerate batch processing

Correct Answer: B

QUESTION 3

A customer has several multi tier applications deployed on competitive platforms, including some large Linux applications, Unix and Windows, and is experiencing problems with managing the environment and growth. The customer does not have any mainframe experience. Which one should be our initial offering to help the customer solve the infrastructure management problem?

- A. TCO study to consolidate on Linux for System z
- B. Workload Assessment Study to verify applicability of zEnterprise
- C. zEnterprise System with Linux on System z, Windows on zBX, Tivoli products, and services
- D. zEnterprise System with z/OS and DB2, Linux and Windows on zBX, Tivoli products, and services

Correct Answer: B

**QUESTION 4**

A zEnterprise customer is planning to replace several third party software applications. They would like to reduce the complexity of these applications by going to a single application architecture. Which of the following is the best product set the System z sales professional should discuss with the customer?

- A. z/VM
- B. Linux on z
- C. WebSphere Application Server (WAS)
- D. WebSphere with Service Oriented Architecture (SOA)

Correct Answer: D

QUESTION 5

Client has a large z990, large memory and multiple I/O channels and ports that they want to upgrade to z196 shortly. Which of the following options will achieve this result at lowest cost?

- A. z990 MES to interim z10 EC then MES z10 to z196
- B. Direct MES upgrade to a z196
- C. Upgrade to z9 EC and then to z196
- D. New z196 and with new memory and upgraded I/O

Correct Answer: D

QUESTION 6

A customer is interested in reducing their down time. Which of the following is an availability feature of zEnterprise?

- A. IFL engines
- B. Workload Manager (WLM)
- C. Plan Ahead memory
- D. On/Off Capacity on Demand

Correct Answer: C

**QUESTION 7**

A customer agrees that the IBM System z196 is the right solution, but needs to see the total packaged proposal. Before suggesting a financing solution, which of the following does the System z Sales Specialist need to understand about the customer's decision criteria?

- I. Tendency to lease or purchase
- II. Expense to come under an operating budget or under a capital budget
- III. Customer credit rating
- IV. Tendency to buy used or new processors

A.

I and II

B.

I and IV

C.

II and III

D.

III and IV

Correct Answer: B

QUESTION 8

A customer Parallel Sysplex has a mix of z10s and z196s. A customer? Parallel Sysplex has a mix of z10s and z196s. Which of the following describes the z/OS monthly license charges in this situation?

- A. This sysplex qualifies for the AWLC pricing
- B. This sysplex qualifies for the AWLC pricing metric with AWLC Transition Charges
- C. This sysplex qualifies for the VWLC pricing metric with the AWLC Transition Charges
- D. For this sysplex, only the z196s qualify for the AWLC pricing metric while only the z10s qualify for VWLC

Correct Answer: C

**QUESTION 9**

Which of the following is not a key element in sizing an SAP solution on System z?

- A. Quicksizer SAPS
- B. Release factor
- C. Solution Edition for SAP
- D. Percentage of offload to zIIP engine

Correct Answer: C

QUESTION 10

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

QUESTION 11

A System z10 IT Director asks the System z Sales Specialist to direct them to a solution that will meet their 10% per year growth plans, manage operational costs, maintain a supported environment, and obtain the latest functions from their ERP package. Which of the following directions would meet this request?

- A. Server consolidation
- B. Infrastructure simplification
- C. Cost containment
- D. Business Continuity

Correct Answer: A

QUESTION 12



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

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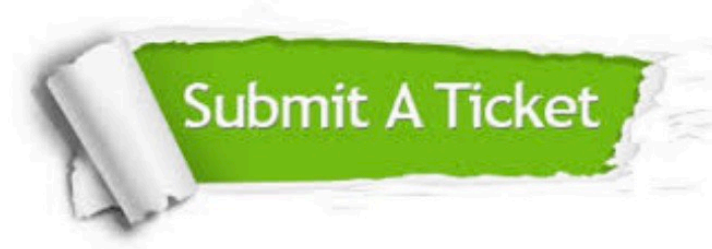
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