

Exam : C4070-SS1

Title : IBM Systems Software  
Technical Sales Mastery V1

Version : Demo

1. A customer is implementing a new z10 server sold by IBM. One of the several business partners involved has contracted with the customer for Linux programming services and their skilled individuals have resigned. A TDA attempts to answer which of the following questions?

- A. Is the solution the most cost effective option?
- B. Are all contracts completed and correct?
- C. Can the solution be successfully implemented?
- D. Are the terms and conditions acceptable?

Answer: C

2. A client is concerned about multiple users on the same file. Which of the following describes the GPFS and SONAS file access.?

- A. Concurrent access for multiple reads to a file
- B. Concurrent access for multiple writes to a file
- C. Concurrent access for read and write to the same file
- D. Concurrent access for read and write to a file from the same server

Answer: C

3. You have been invited to present to the CEO, CTO and CIO of a large prospective client. Which of the following should be the theme of the presentation?

- A. Articulate detailed implementation strategy for consolidating physical hardware to virtual machines
- B. Talk about the system processor and memory technology and how PowerVM bus structure is superior to others
- C. Discuss virtualization strategy, cost savings from reduced server count and added business resilience
- D. Discuss the actual server count and processor types and how the virtualization solution will reduce cooling

Answer: C

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