Vendor:IBM

Exam Code:C4070-603

Exam Name:IBM System z Sales V6

Version: Demo

QUESTION 1

A customer seems to be only interested in the price of a future computer acquisition. Which of the following is the best way to show that acquisition cost should be only part of their decision-making process?

A. Perform a zPCR analysis

B. Perform a zCP3000 analysis

C. Perform a System z assessment using the RACEv tool

D. Use the concept of net present value to show how a future price needs to account for the rate of inflation and cost of interest

Correct Answer: C

QUESTION 2

A System z customer has a new CIO. The CIO is concerned about continuous operations and recovery following a catastrophe. Which of the following addresses this issue?

A. DR

B. CBU

C. GDPS

D. Parallel Sysplex

Correct Answer: C

QUESTION 3

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 4

There are several pricing models. Which of the following pricing models is most appropriate for new application workloads?

A. MLC

B. NALC

C. GOLC

D. PSLC

Correct Answer: B

QUESTION 5

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 6

The zEnterprise Unified Resource Manager provides more unique value compared to VMware. Which of the following is true?

A. VMware manages x86 architecture only

B. VMware manages any Blade in a zBX

C. VMware manages any type of Blade in a BladeCenter

D. VMware provides end-to-end application support across heterogeneous environments

Correct Answer: A

QUESTION 7

A customer is interested in the IBM DB2 Analytics Accelerator. They have identified some potential applications and want to know where to begin the process of evaluating the costs and benefits. Which of the following responses meets this need?

A. Provide a no cost trial of DB2 Analytics Accelerator for this customer.

B. Propose a Services Contract to evaluate the DB2 Analytics Accelerator fit for purpose.

C. Recommend an IBM class as the first step to qualifying the DB2 Analytics Accelerator product.

D. Provide the customer with a questionnaire they need to fill out. When completed, send the questionnaire to an IBM site for evaluation by SMEs.

Correct Answer:

QUESTION 8

The zEnteprise 114 offers two models. Which of the following is an added value for small and medium enterprises?

A. Ability to consolidate up to 10,000 Unix servers on a single z114

B. Mainframe technology and reliability at an entry level price

C. Ability to concurrently upgrade from one model to another without disruption

D. Acquisition cost is competitive with low cost Unix servers

Correct Answer: B

QUESTION 9

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

A. CPE

B. CIU

C. CBU

D. OOCoD

Correct Answer: B

QUESTION 10

A customer has agreed to a proposed IBM z114 upgrade. However, because of budget, they can- not afford the CPU this year. They propose waiting until next year when budget is available. What might the System z Sales Specialist suggest as a solution to sell the z114 this year?

A. A IGF step-lease, which would keep payments flat this year, and move up higher when bud- get is available next year.

B. Install the z114 now and IBM will not charge for the box until next year

C. Install the z114 on trial and charge next year

D. Use the warranty period to reduce the expenses

Correct Answer: C

QUESTION 11

A System z customer is planning on implementing a Java application. The System z sales spe- cialist has presented the zAAP processor. Which of the following is the major justification for this feature?

A. Lower cost of the zAAP processor

B. Lower maintenance of the zAAP processor

C. Lower software cost with the zAAP processor

D. Faster processing with the zAAP processor

Correct Answer: C

QUESTION 12

A potential zEnterprise customer has 80 front end web servers to be consolidated. Which of the following information is essential for the System z seller to evaluate the capacity of the existing systems environment?

A. Server specifications, inventory report, SMF output

B. Server specifications, inventory report, CPUMON output

C. Server specifications, SAP Insight, architecture diagram

D. Server specifications, workload descriptions, capacity and performance utilization

Correct Answer: D

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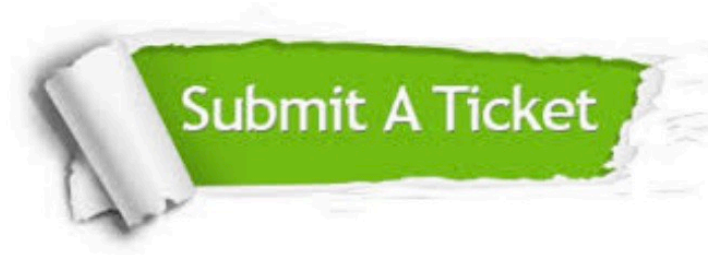
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