

QUESTIONS & ANSWERS

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System z Solutions Sales

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- A. Reduced software licensing costs
- B. Reduction of headquarters data center floor space
- C. Increased performance of server workloads
- D. Simplified networking and systems administration

Answer: D

QUESTION: 40

A customer is concerned about the future ability of the mainframe based systems and operations to meet the organizations' needs. Specifically, the customer is questioning IBM's commitment to innovation, enduring value and specialized skills. Which would be the best course of action for the sales person to pursue?

- A. Do an assessment of the enterprise with the objective of proposing an OIO
- B. Engage ITS to propose and Outsourcing contract
- C. Collaborate with SWG to create an ELA
- D. Explain the Mainframe Charter and present proof that it is working

Answer: D

QUESTION: 41

A customer has a requirement for a business-critical database server to communicate with multiple Linux servers. The customer currently owns two z9's in a Parallel Sysplex with z/OS. The requirement qualifies as new workload from IBM. Which of the following would a System z Sales Specialist suggest the database be implemented to achieve the highest levels of redundancy and availability?

- A. High Availability z/VM Linux cluster and DB2 UDB for Multiplatforms
- B. Cluster UDB Servers with WLM and HiperSockets
- C. Establish HiperSocket network to aggregate UDB Servers
- D. Establish a DB2 z/OS full data sharing with CF Duplexing

Answer: D

QUESTION: 42

A mainframe customer is planning to replace several ISV application sets and significant home written applications with a single application set. Which of the following products should be mentioned by the System z Sales Professional?

- A. WebSphere Application Server
- B. z/VM
- C. WebSphere with SOA

D. Domino

Answer: C

QUESTION: 43

A customer needs an upgrade from a 3 CP z900 to a 4 CP z9 BC. Which of the following tools would a System z Sales Specialist use to create the machine specifications?

- A. eConfig
- B. Sales Playbook
- C. CP3000
- D. IBMLink

Answer: A

QUESTION: 44

A customer is migrating to a new IBM System z9 processor that has half the number of CPs as their current processor. Which of the following offers the best way to assess the ability to have fewer engines properly handle the workload?

- A. Run a ZPCR analysis.
- B. Request a review by PPAC.
- C. Run the engine reduction assessment tool prior to migration.
- D. Perform TPM analysis.

Answer: D

QUESTION: 45

Which of the following software pricing models would be most suitable for the operating system when running SAP R/3 on a dedicated IBM System z?

- A. EWLC
- B. NALC
- C. PSLC
- D. VWLC

Answer: B

QUESTION: 46

A VM/VSE customer wants to implement a WAS on an existing zSeries server. On which of the following operating environments would WAS best be implemented?

- A. VSE

- B. z/VM
- C. z/OS
- D. Linux

Answer: D

QUESTION: 47

An HP customer has several HP/UX servers. The CFO is concerned about the lack of support for the HP proprietary operating systems, and the strategic move to Intel servers by HP. The CFO is considering a move to z9. Which of the following information should the System z Sales Specialist use to address this situation?

- A. Industry articles confirming the new direction for HP
- B. Industry articles related to recent HP corporate issues
- C. References of customers successfully migrating from HP to z9
- D. Introduce the CFO to the IBM Migration Factory

Answer: C

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