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Q&A

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

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
Answer: C

7.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
Answer: D

8.A customer has a zBX with z/OS DB2 running on their z196.They want to deploy SAP application servers, but are not sure where they should run.Which is the correct recommendation?
A.Linux on IFLs because they are closest to the database
B.zBX POWER blades, because they deliver the best performance
C.A Fit for Purpose (Best Fit) study to determine the most appropriate platform solution
D.zBX Intel blades because they deliver the best price/performance
Answer: C

9.What software pricing option should be considered for a z/OS environment on a stand alone z114?
A.VWLC and ELA
B.IPLA or EWLC
C.AEWLC
D.PSLC
Answer: C

10.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
Answer: B