



# C4070-603<sup>Q&As</sup>

IBM System z Sales V6

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### QUESTION 1

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

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### QUESTION 2

A System z customer is planning on implementing a Java application. The System z sales specialist 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

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### QUESTION 3

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

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#### QUESTION 4

The zEnterprise sales specialist is asked by a customer for differentiators of a zBX solution with x86 blades compared to x86 blades in a traditional BladeCenter. Which of the following is a key differentiator?

- A. Any existing customer x86 Blades can be integrated into the zBX
- B. Software license costs on x86 blades are optimized when integrated into zBX.
- C. Unified Resource Manager includes an x86 hypervisor, and management costs are lower.
- D. VMware license costs for x86 blades will be the same when integrated into zBX, but management costs will be lower

Correct Answer: C

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#### QUESTION 5

Which of the following are z 114 virtualization benefits?

- A. Server shut down with Live Application Mobility
- B. Server Shut down with Live Partition Mobility
- C. vmWare offers unlimited partitioning
- D. z/VM is a proven virtualization tool

Correct Answer: D

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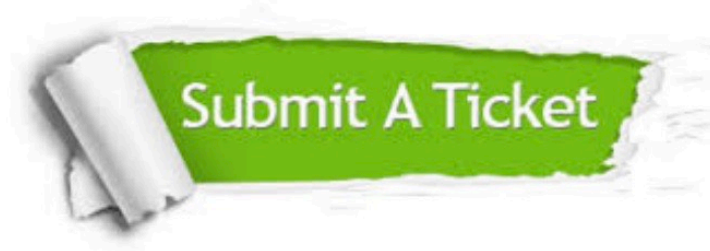
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