C4070-603^{Q&As}

IBM System z Sales V6

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QUESTION 1

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 z10. Which of the following information should the System z Sales Spe- cialist 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 z10

D. Introduce the CFO to the IBM Migration Factory

Correct Answer: C

QUESTION 2

A customer has many highly variable Linux workloads that would virtualize very well with z/VM. The customer has no z/VM skills. The customer wants to implement a capacity management and chargeback system. Which of these alternatives would be the most appropriate zEnterprise solution?

A. Linux on z/VM and IFLs with Unified Resource Manager to provide a simplified management interface

B. zBX since recent announcements shift focus away from Linux on z/VM as a viable solution

C. Linux on PoOWER blades in a zBX with Unified Resource Manager for simplified management

D. Linux on z/VM and IFLs with Services to setup and provide ongoing support for z/VM

Correct Answer: D

QUESTION 3

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 4

A customer has a z 196 and zBX installed. The customer would like to know if they are running WebSphere application in their distributed environment what IBM has to support these applica- tions on zEnterprise. What blade would support Web Services XML and SOA applications?

A. x Blade

B. ISAO Blade

C. POWER7 Blade

D. Datapower Blade

Correct Answer: A

QUESTION 5

A customer has identified their workload requirements for a replacement processor and the configuration and workload estimated with appropriate planning tools. The sizing has been completed. The CIO is considering a three year plan for this upgrade. The CIO is asking the sales specialist advice on the planning horizon. Which of the following capabilities allow customers to better manage their planning horizon considering cost and growth?

A. Granularity and Capacity on Demand

B. Specialty Engines and Linux

C. IBM Smart Cloud and CloudBurst

D. Plan Ahead Capacity and CBU

Correct Answer: A

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