



C4070-603^{Q&As}

IBM System z Sales V6

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QUESTION 1

A customer has an IBM eServer z900 1C5 and an IBM eServer z900 1C1. The customer would like to upgrade the IBM z900 1C1 to a z196 to accommodate both workloads in the event that the IBM z900 1C5 becomes unavailable. Which of the following will best provide the customer with this capability?

- A. CBU
- B. CUoD
- C. IFL
- D. OOCoD

Correct Answer: A

QUESTION 2

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 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

Correct Answer: B



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

A z10 customer has just purchased another company with several mainframes in different locations. The CIO wants to absorb the new applications, to minimize software costs and reduce the number of systems, in a single central data center. Which of the following System z technique meets this need?

- A. Virtualization
- B. Sysplex
- C. Clustering
- D. Shared Storage

Correct Answer: B

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