



C4070-603^{Q&As}

IBM System z Sales V6

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QUESTION 1

A customer agrees that the IBM System z196 is the right solution, but needs to see the total packaged proposal. Before suggesting a financing solution, which of the following does the System z Sales Specialist need to understand about the customer's decision criteria?

- I. Tendency to lease or purchase
- II. Expense to come under an operating budget or under a capital budget
- III. Customer credit rating
- IV. Tendency to buy used or new processors

- A. I and II
- B. I and IV
- C. II and III
- D. III and IV

Correct Answer: B

QUESTION 2

A System z customer has a new CIO. The CIO is concerned about continuous operations and recovery following a catastrophe. Which of the following addresses this issue?

- A. DR
- B. CBU
- C. GDPS
- D. Parallel Sysplex

Correct Answer: C



QUESTION 3

A potential new System z customer is looking for an entry level mainframe with the lowest cost application development environment with options for traditional capacity settings and a small mix of specialty engines. They also have small I/O attachment requirements. Which model of System z fits their needs?

- A. z114 M10
- B. zBX
- C. z10 BC E05
- D. z114 M05

Correct Answer: D

QUESTION 4

A z/OS customer is running on a z9 machine and is having a batch window problem. Which of the following would be the best first step to address this problem?

- A. Propose additional memory on the z9
- B. Propose technical analysis of the batch window
- C. Propose upgrade to new machine with faster processors
- D. Recommend Smart Analytics Optimizer (ISAO) to accelerate batch processing

Correct Answer: B

QUESTION 5

A z114 customer is concerned about energy consumption in their datacenter and all IT areas. Which of the following will help address this issue?

- A. Energy Efficiency study
- B. Mirrored Disk
- C. RAID protection
- D. Disaster Recovery

Correct Answer: A



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