



C4070-603^{Q&As}

IBM System z Sales V6

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**QUESTION 1**

Which of the following offerings turns on System z capacity permanently?

- A. CPE
- B. CIU
- C. CBU
- D. OOCoD

Correct Answer: B

QUESTION 2

A customer currently has blades of several types, including Intel-based blades, and is using virtualization. Without having more details of the customer current environment what could be presented as an advantage of the Unified Resource Manager and Without having more details of the customer-current environment what could be presented as an advantage of the Unified Resource Manager and zBX?

- A. Employing a single hypervisor across all the platforms
- B. Ability to easily relocate virtual machines across platforms
- C. Ability to define and run more virtual machines per virtualized blade
- D. Managing the workloads in the blades according to goal-oriented policies

Correct Answer: D

QUESTION 3

A z114 customer has numerous UNIX servers, a large number of Windows servers, and an unidentified number of small department servers that were acquired outside of IT influence. The CIO wants to know how much they are currently spending on IT company wide. Which of the following approaches would accurately provide detailed information?

- A. RACEv
- B. zCP3000
- C. Scorpion Study
- D. TCO Now Study

Correct Answer: C



QUESTION 4

An IBM System z seller is preparing a proposal to 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 determine the right model for the customer?

- A. Use Sales Plays to find correct model
- B. Refer to the MIPS table to find the matching model
- C. Discuss with the customer to find out what is their preferred model
- D. Engage Techline to perform capacity planning on the current machine

Correct Answer: D

QUESTION 5

A zEnterprise customer is interested in the Cloud technology and is worrying about charging back the service. Which of the following Tivoli offering addresses this?

- A. Tivoli Security for zEnterprise
- B. Integrated Service Management of Tivoli
- C. Tivoli Performance Manager for zEnterprise
- D. Tivoli Asset and Financial Management for zEnterprise

Correct Answer: B

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