



C4070-603^{Q&As}

IBM System z Sales V6

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**QUESTION 1**

A customer has agreed to a proposed IBM z114 upgrade. However, because of budget, they cannot 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 budget 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 2

An installed z10 customer is reassigned to a System z Sales Specialist. The Sales Specialist wants to gain a background to better serve this customer. Which of the following pieces of information is most important for the Sales Specialist to know initially?

- A. Installed hardware, operating system and applications
- B. Disaster recover and backup plans
- C. Number of employees, number of locations and headquarters location
- D. IT philosophy, financing preferences, strategic partnerships

Correct Answer: A

QUESTION 3

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 4

A System z10 IT Director asks the System z Sales Specialist to direct them to a solution that will meet their 10% per year growth plans, manage operational costs, maintain a supported environment, and obtain the latest functions from their ERP package. Which of the following directions would meet this request?

- A. Server consolidation
- B. Infrastructure simplification
- C. Cost containment
- D. Business Continuity

Correct Answer: A

QUESTION 5

What software pricing option should be considered for a z/OS environment on a stand alone z114?

- A. VWLC and ELA
- B. IPLA or EWLC
- C. AEWLC
- D. PSLC

Correct Answer: C

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