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000-Z03

IBM

zEnterprise Sales Update Mastery

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QUESTION: 1
A customer has several multi tier applications deployed on competitive platforms, including some large Linux applications, Unix and Windows, and is experiencing problems with managing the environment and growth. The customer does not have any mainframe experience. Which one should be our initial offering to help the customer solve the infrastructure management problem?

A. TCO study to consolidate on Linux for System z
B. Workload Assessment Study to verify applicability of zEnterprise
C. zEnterprise System with Linux on System z, Windows on zBX, Tivoli products, and services
D. zEnterprise System with z/OS and DB2, Linux and Windows on zBX, Tivoli products, and servicesW Times New Roman ArialZ

Answer: B

QUESTION: 2
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 CBUW Times New Roman ArialZ

Answer: A

QUESTION: 3
Client has a large z990, large memory and multiple I/O channels and ports that they want to upgrade to z196 shortly. Which of the following options will achieve this result at lowest cost?

A. z990 MES to interim z10 EC then MES z10 to z196
B. Direct MES upgrade to a z196
C. Upgrade to z9 ECand then to z196
D. New z196 and with new memory and upgraded I/OW Times New Roman ArialZ

Answer: D

QUESTION: 4
The IT Director in a System z customer is considering a policy of deploying all new applications on distributed platforms. The Director feels these platforms are "good enough" and less costly than their mainframe. A WebSphere based, mission-critical core application is under development on a distributed system. Which of the following solutions for deployment meets these needs?

A. System z Solution Edition for WebSphere
B. System z Solution Edition for WebSphere on zBX
C. System z Solution Edition for Application Development
D. System z Solution Edition for DB2 and POWER7 servers for the application tierW Times New Roman ArialZ

Answer: A

QUESTION: 5
A customer is considering Linux solution. There are several competitive solutions under consideration. The System z sales specialist is considering System z Solution Edition for Enterprise Linux or an IBM Enterprise Linux Server. Which of the following is included in these offering?

A. Predefined hardware, software, services
B. Predefined hardware, Linux subscription, and Linux services
C. IBM middleware, Extended Warranty, VMContol
D. RACF, zAAP , DirMaintW Times New Roman ArialZ

Answer: A

QUESTION: 6
A customer wants to license z/OS. Which of the following are the primary pricing options for the z/OS product running on the zEnterprise (z196 and z114)?

A. VWLC, IPLA, zNALC
B. AWLC, AEWLC, zNALC
C. IPLA, MWLC, AEWLCW Times New Roman ArialZ

Answer: B

QUESTION: 7
Which of the following is an advantage of PCIe I/O drawers over I/O cages?

A. Support of Crypto Express cards
B. Support of increased number of features and ports per volume
C. Support of more ports per installed feature
D. Support of over 240 ESCON cardsW Times New Roman ArialZ

Answer: B

QUESTION: 8
A customer is planning to upgrade from a z9 BC to z114. The customer used carry-forward for the FICON cards when purchasing the z9. The FICON cards are used for accessing DASD via a 1Gb SAN. Which of the following is correct?

A. The customer can carry forward the FICON cards to the z114
B. The customer has to purchase current FICON Express 8S adapters and upgrade the SAN to at least 8Gb
C. The customer has to purchase current FICON Express 8S adapters and upgrade the SAN to at least 4Gb
D. The customer has to purchase current FICON Express 8S adapters and upgrade the SAN to at least 2GbW Times New Roman ArialZ

Answer: D

QUESTION: 9

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and many others.. See complete list Here