000-424

IBM

IBM zSeries Sales V1

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QUESTION 1:

Certkiller .com is planning to upgrade their IBM eServer zSeries CPU in 9 to 12 months to accommodate growth in their WebSphere applications. Certkiller .com's key concern with upgrading is the increase in ISV software costs. Which of the following should a zSeries Sales Specialist suggest that the customer do to get control of their ISV costs?

A. Migrate to IBM ISV replacements, where possible
B. Negotiate long-term ISV contracts
C. Eliminate the ISV requirement with WLM
D. Deploy HiperSockets across LPAR's

Answer: A

QUESTION 2:

Certkiller .com agrees that the IBM eServer z890 is the right solution, but needs to see the total packaged proposal. Before suggesting a financing solution, which of the following does the zSeries Sales Specialist need to understand about the customer's decision criteria?
I. Is the customer's tendency to lease versus to purchase?
II. Does the customer need expense to come under an operating budget or under a capital budget?
III. Does the customer have a good credit rating?
IV. Does the customer tend to buy used or new processors?

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

Answer: D

QUESTION 3:

Certkiller .com's direction is to get off the mainframe because of cost concerns. Which of the following should the zSeries Sales Specialist do?

A. Work with the customer to migrate the zSeries workloads to a distributed platform
B. Work with the customer to understand their issues and see what can be done to preserve zSeries footprint
C. Move on to the next customer since this customer is already leaving the mainframe
D. Convince the customer to only use the mainframe for a database server
E. Convince the customer to only use the mainframe for a database server

Answer: B

QUESTION 4:

On newly-announced IBM eServer zSeries products, which of the following is required before shipment of the machine?

A. Product Strategy Review
B. Systems Assurance Review
C. Capacity Plan
D. Total Cost of Computing (TCO) Review

Answer: B

QUESTION 5:

IBM eServer zSeries has specialized cryptographic cards to perform secure key and SSL clear key transactions. Other platforms use software to perform these transactions. Which of the following is a major advantage of using the specialized cards over software?

A. Lower software costs with the software only solution
B. Lower central processing usage occurs with the software only solution
C. Higher central processing usage with the crypto card only solution
D. Lower central processing usage with the crypto card only solution

Answer: D

QUESTION 6:

When recommending z/OS.e as a solution for New Workload software price reduction, which of the following key areas need to be addressed?

A. Has a Special Bid been submitted to approve the New Workload Application running under z/OS.e?
B. Is z/OS.e compatible with zSeries z890 processors? What level of z/OS.e is required?
C. Is z/VM able to support the workload that is anticipated by the New Workload application?
D. Is the New Workload Application supported on z/OS.e (that is, will it run under z/OS.e)?

Answer: D

QUESTION 7:

Refer to the Exhibit to answer the question.

When preparing a TCO analysis to help justify a new IBM eServer z890 processor, which of the following factors would offer significant savings?
I. Hardware Maintenance
II. People resource costs
III. IBM Software costs
IV. Hardware costs

A customer is currently running on an old Amdahl processor. The customer has been an Amdahl customer for years, and is looking to upgrade to provide additional capacity. He does not see any value in new technology and believes that "MIPS are MIPS". The current operation system OS/390 y2.9, is out of support.

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

Answer: D

QUESTION 8:

Which of the following software pricing models would be most suitable for the operating system when running SAP R/3 on a dedicated IBM eServer zSeries?

A. VWLC
B. EWLC
C. PSLC
D. NALC

Answer: D

QUESTION 9:

Which of the following resources can be minimized by the use of the cryptographic co-processors?

A. MIPS
B. I/O traffic
C. Network traffic
D. Transactions

Answer: A

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