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000-425

IBM

System z Solutions Sales

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Question: 1

A prospective manufacturing customer with an existing complex environment is requesting a proposal for a TSM data management solution. What should be the first step taken to validate the customer's project?

- A. Perform a TSM benchmark
- B. Verify funding
- C. Contact the IBM Software Sales Professional
- D. Survey customer's current environment

Answer: C

Question: 2

Which of the following statements best describes a customer's pain point that a sales specialist can immediately act upon?

- A. "Which solution is right for my environment? There are so many to pick from
- B. "I cannot get the payroll done in time each month, and it is costing me dearly in penalties."
- C. "Our outage window is one weekend a month. I cannot afford to have the system down any additional time."
- D. "We are on oldertechonology. I know that getting upto date will help us improve on our customer satisfaction."

Answer: B

Question: 3

A customer has an older mainframe installed and is considering moving to a new z9. The IT Director asks the System z Sales Specialist for reasons to move to the z9. Which of the following is exclusive to the z9?

- A. Server Time Protocol
- B. Multiple Logical Channel Subsystem
- C. Multiple Subchannel Sets
- D. System Managed CF Structure Duplexing

Answer: C

Question: 4

A System z competitor has announced their potential entry into the main? lame market. It Rather claims that thew system can run z/OS. What should the sales rep male sure the customer understands.

- A. z/OS can only run on IBM mainframe systems.
- B. Customer should verify the system willl also run zNM and Linux.
- C. Programs such as OS/390 and z/OS are licensed for use only on Designated Machines, subject to IBM licensing terms.
- D. Programs such as OS/390 and z/OS must be demonslrabd to run on Designated Machines. subject to IBM System z Technical Specialist approval.

Answer: C

Question: 5

A company is running many small applications, each on their own Intel server with the Linux operating system. They would like to consolidate the servers but maintain the flexibility to scale



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