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IBM System z Solution Sales V3

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Question: 1
Which of the following is an IBM Reference Architecture?

A. Business Continuity
B. System z10 BC
C. BRCS
D. GDPS

Answer: A

Question: 2
A university physics department issues a RFP for a large system for research purposes. The System z Sales Specialist has never met this group previously. Which of the following describes the likely financial justification process?

A. The department will conduct a study of all the operating systems available
B. The department will compare distributed, clustered, and centralized implementations and decide based on TCA
C. The department will compare communication sub systems, and LAN topologies between all vendors
D. The department will purchase a system to meet performance needs at the best price and consider the total cost of ownership

Answer: B

Question: 3
When discussing the flexibility of System z family of servers with a prospective customer, which of the following is a key aspect?

A. Binary compatibility between servers
B. Hot pluggable processor and memory boards
C. Consistent CoD features with entire family
D. Ability to interchange features between systems

Answer: A

Question: 4
A z10 customer has just acquired another company and the CFO wants it assimilate the new IT operations. Which of the following is critical information in assessing thisopportunity?

A. Relative size, and skill of the both IT staffs
B. Project budget
C. system type, operating system and applications
D. Five year combined IT plan

Answer: C

Question: 5
A prospective retail customer has several underutilized servers and is considering options to consolidate. This business has twenty-five database servers and application servers, and a test and development environment. The main server is in the headquarters datacenter, the other servers are installed in remote regional offices. Which of the following certainly impacts the financial justification for consolidating to a central z10?

A. Reduced software licensing costs

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