



C4070-603^{Q&As}

IBM System z Sales V6

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QUESTION 1

A Z114 customer is concerned about system outages. Which of the following address this concern?

- A. Energy Efficiency
- B. RAID protection
- C. vmWare
- D. Business Resilience

Correct Answer: D

QUESTION 2

A z114 customer is concerned about energy consumption in their datacenter and all IT areas. Which of the following will help address this issue?

- A. Energy Efficiency study
- B. Mirrored Disk
- C. RAID protection
- D. Disaster Recovery

Correct Answer: A

QUESTION 3

A customer is interested in reducing their down time. Which of the following is an availability feature of zEnterprise?

- A. IFL engines
- B. Workload Manager (WLM)
- C. Plan Ahead memory
- D. On/Off Capacity on Demand

Correct Answer: C

QUESTION 4



A z10 customer asks the System z Sales Professional to suggest resources to develop application business solutions. Which of the following meet this need?

- A. Business Partners. IGS, Techline
- B. Techline, Supportline. ZCP3000
- C. Gartner Group, CA. System Integrators
- D. IGS, IBM Business Partners, Strategic Partners

Correct Answer: A

QUESTION 5

A System z customer states they are planning to migrate to Linux and get off the mainframe because of cost concerns. Which of the following is an appropriate response for the System z Sales Specialist?

- A. Use the mainframe for a database server only
- B. Deliver a Linux on System z excellence presentation
- C. Propose a services contract to migrate the System z workloads to a distributed platform
- D. Work with the customer to understand their issues

Correct Answer: B

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