



C4070-603^{Q&As}

IBM System z Sales V6

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**QUESTION 1**

The zEnterprise sales specialist is asked by a customer for differentiators of a zBX solution with x86 blades compared to x86 blades in a traditional BladeCenter. Which of the following is a key differentiator?

- A. Any existing customer x86 Blades can be integrated into the zBX
- B. Software license costs on x86 blades are optimized when integrated into zBX.
- C. Unified Resource Manager includes an x86 hypervisor, and management costs are lower.
- D. VMware license costs for x86 blades will be the same when integrated into zBX, but management costs will be lower

Correct Answer: C

QUESTION 2

A customer has released a RFI to supply equipment for a new datacenter. The RFI specifies performance numbers such as number of transactions per second, database size, and other technical information, including the minimum TPM performance numbers per server. The System z sales professional is responding the RFI to offer a zEnterprise system. Which of the following is the method to deal with the TPM requirement?

- A. Contact Techline and request a conversion of MIPS to TPM
- B. Use a conversion table from MIPS to TPM and respond the RFI accordingly
- C. Explain that zEnterprise and System z does not publish TPC and propose LSPR.
- D. Ask the customer to modify their RFI to eliminate the TPM requirement and only use customer application metrics (i.e. path length, service requirements)

Correct Answer: D

QUESTION 3

A customer has an IBM eServer z900 1C5 and an IBM eServer z900 1C1. The customer would like to upgrade the IBM z900 1C1 to a z196 to accommodate both workloads in the event that the IBM z900 1C5 becomes unavailable. Which of the following will best provide the customer with this capability?

- A. CBU
- B. CUoD
- C. IFL
- D. OOCoD



Correct Answer: A

QUESTION 4

Which of the following offerings turns on System z capacity permanently?

- A. CPE
- B. CIU
- C. CBU
- D. OOCoD

Correct Answer: B

QUESTION 5

Which of the following information is NOT provided in the SAPR guide when performing TDA review for z114?

- A. Hardware feature codes
- B. Software product model number
- C. Presales and Installation Checklist
- D. Presales and Installation Must-Read Information

Correct Answer: D

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