Vendor: IBM

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Exam Name: IBM System z Sales V6

Version: Demo

QUESTION 1
A System z Sales Specialist is preparing a proposal for a z10 customer for a potential upgrade to zEnterprise system. They need to propose a z196 model with 20% growth to the existing capacity. How can the seller best determine the right model for the customer?

A. Refer to the MIPS table to find the matching model
B. Discuss with the customer to find out what is their preferred model
C. Engage Techline to perform capacity planning on the current machine
D. Use Sales Plays to find correct model

Correct Answer: C

QUESTION 2
A customer is considering Linux solution. There are several competitive solutions under consideration. The System z sales specialist is considering System z Solution Edition for Enterprise Linux or an IBM Enterprise Linux Server. Which of the following is included in these offering?

A. Predefined hardware, software, services
B. Predefined hardware, Linux subscription, and Linux services
C. IBM middleware, Extended Warranty, VMContol
D. RACF, zAAP , DirMaint

Correct Answer: A

QUESTION 3
A customer recently ordered a zEnterprise with a zBX. Which of the following is the best action the sales specialist could take to ensure the customer is satisfied with the new zBX?

A. Propose a Fit For Purpose Study
B. Schedule an implementation planning meeting
C. Propose Extended Warranty Contract for the zBX
D. Propose an Early Ship Program (ESP) for running their AIX applications

Correct Answer: B

QUESTION 4
A customer requested System z software details and pricing. Which IBM tool would be utilized to configure the software products?

A. zPCR
B. zIAW
C. eConfig
D. CFSW

Correct Answer: D

QUESTION 5
Which of the following is a key benefit to customers who deploy zEnterprise compared to other solutions?

A. Virtualization and hardware management across multiple platforms
B. A management solution that provides support across multiple x86 hypervisors.
C. A management solution for the complete mulit-vendor infrastructure within a datacenter.
D. A hypervisor infrastructure that allows movement of an application online between different architectures.

Correct Answer: A

QUESTION 6
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 7
Client has a large z990, large memory and multiple I/O channels and ports that they want to upgrade to z196 shortly. Which of the following options will achieve this result at lowest cost?

A. z990 MES to interim z10 EC then MES z10 to z196
B. Direct MES upgrade to a z196
C. Upgrade to z9 EC and then to z196
D. New z196 and with new memory and upgraded I/O

Correct Answer: D

QUESTION 8
A customer has a zBX with z/OS DB2 running on their z196. They want to deploy SAP application servers, but are not sure where they should run. Which is the correct recommendation?

A. Linux on IFLs because they are closest to the database
B. zBX POWER blades, because they deliver the best performance
C. A Fit for Purpose (Best Fit) study to determine the most appropriate platform solution
D. zBX Intel blades because they deliver the best price/performance

Correct Answer: C

QUESTION 9
What software pricing option should be considered for a z/OS environment on a stand alone z114?

A. VWLC and ELA
B. IPLA or EWLC
C. AEWLC
D. PSLC

Correct Answer: C

QUESTION 10
A customer has several multi tier applications deployed on competitive platforms, including some large Linux applications, Unix and Windows, and is experiencing problems with managing the environment and growth. The customer does not have any mainframe experience. Which one should be our initial offering to help the customer solve the infrastructure management problem?

A. TCO study to consolidate on Linux for System z
B. Workload Assessment Study to verify applicability of zEnterprise
C. zEnterprise System with Linux on System z, Windows on zBX, Tivoli products, and services
D. zEnterprise System with z/OS and DB2, Linux and Windows on zBX, Tivoli products, and services

Correct Answer: B

QUESTION 11

A potential new System z customer is looking for an entry level mainframe with the lowest cost application development environment with options for traditional capacity settings and a small mix of specialty engines. They also have small I/O attachment requirements. Which model of System z fits their needs?

A. z114 M10
B. zBX
C. z10 BC E05
D. z114 M05

Correct Answer: D

QUESTION 12
Which of the following is an advantage of PCIe I/O drawers over I/O cages?

A. Support of Crypto Express cards
B. Support of increased number of features and ports per volume
C. Support of more ports per installed feature
D. Support of over 240 ESCON cards

Correct Answer: B

QUESTION 13
When discussing z/OS with a new customer WLM was presented as a key differentiator. However the customer countered its current competitive system also has a workload manager. Which one is a key difference of z/OS WLM?

A. Manages processes, memory and I/O, minimizing resources
B. Minimizes required resources across the zEnterprise (CPC and zBX)
C. Manages in a holistic way all the workload elements running in z/OS
D. Can manage a multi-tier workload residing in the zEnterprise CPC and in the zBX

Correct Answer: C

QUESTION 14
A customer has an AIX Power server farm. Which of the following would be reasons for the customer to consider moving to a zBX with POWER blades environment?

A. Saving on environmental expense using a stand-alone zBX rack with POWER blades
B. Take advantage of POWER blade models that are only available for the zBX
C. This is the fastest way for POWER blades to communicate with a System z
D. Decrease networking requirements and enhance management automation

Correct Answer: D

QUESTION 15
A customer has a z196 and is considering adding Linux to their server. Which specialty engine is capable of running Linux?

A. ICF
B. IFL
C. zAAP
D. zIIP

Correct Answer: B

QUESTION 16
A z/OS customer is running on a z9 machine and is having a batch window problem. Which of the following would be the best first step to address this problem?

A. Propose additional memory on the z9
B. Propose technical analysis of the batch window
C. Propose upgrade to new machine with faster processors
D. Recommend Smart Analytics Optimizer (ISAO) to accelerate batch processing

Correct Answer: B

QUESTION 17
A customer has a Power with AIX server farm with network connectivity to a zEnterprise processor. Which of the following would represent a potential zBX opportunity for this customer?

A. The customer wants to accelerate their DB2 on Power with AIX.
B. The customer wants a stand-alone zBX with Power blades to free up floor space.
C. The customer wants to accelerate certain DB2 on zEnterprise queries.
D. The customer wants to move Linux virtual machines from the zEnterprise to a zBX so that the Linux applications can be closer to a Smart
   Analytics Optimizer.

Correct Answer: C

QUESTION 18
A customer has many highly variable Linux workloads that would virtualize very well with z/VM. The customer needs end to end resource and workload policy management. They need to provision and deploy new instances of Linux easily and quickly in the future. Which of these alternatives would be the most appropriate zEnterprise solution?

A. Linux on z/VM and IFLs with Unified Resource Manager
B. zBX since recent announcements shift focus away from Linux on z/VM as a viable solution
C. Linux on POWER blades in a zBX with Unified Resource Manager for simplified management
D. Linux on z/VM and IFLs with Services to setup and provide ongoing support for z/VM

Correct Answer: A

QUESTION 19
A prospective new System z customer is interested in an entry level mainframe with the lowest cost application development environment with options for multiple capacity settings and a small mix of specialty engines. They also have small I/O attachment requirements and very low growth requirements. Which System z model would be the starting point for the customer discussion?

A. z10 BC E05
B. 10 BC E10
C. z114 M05
D. z114 M10

Correct Answer: C

QUESTION 20
A customer wants to license z/OS. Which of the following are the primary pricing options for the z/OS product running on the zEnterprise (z196 and z114)?

A. VWLC, IPLA, zNALC
B. AWLC, AEWLC, zNALC
C. IPLA, MWLC, AEWLC

Correct Answer: B

QUESTION 21

Which of the following is not a key element in sizing an SAP solution on System z?

A. Quicksizer SAPS
B. Release factor
C. Solution Edition for SAP
D. Percentage of offload to zIIP engine

Correct Answer: C

QUESTION 22
A customer has identified their workload requirements for a replacement processor and the configuration and workload estimated with appropriate planning tools. The sizing has been completed. The CIO is considering a three year plan for this upgrade. The CIO is asking the sales specialist advice on the planning horizon. Which of the following capabilities allow customers to better manage their planning horizon considering cost and growth?

A. Granularity and Capacity on Demand
B. Specialty Engines and Linux
C. IBM Smart Cloud and CloudBurst
D. Plan Ahead Capacity and CBU

Correct Answer: A

QUESTION 23
A potential zEnterprise customer has 80 front end web servers to be consolidated. Which of the following information is essential for the System z seller to evaluate the capacity of the existing systems environment?

A. Server specifications, inventory report, SMF output
B. Server specifications, inventory report, CPUMON output
C. Server specifications, SAP Insight, architecture diagram
D. Server specifications, workload descriptions, capacity and performance utilization

Correct Answer: D

QUESTION 24
An existing z9 BC customer is price sensitive. A z114 sizing calls for a Z03 capacity setting. The customer has significant downtime windows to accommodate upgrades. The customer is growing their z/OS capacity. Which of the following would be the appropriate zEnterprise model to propose and why?

A. z114 M05 because it offers dedicated spare engines
B. z114 M05 unless the number of specialty engines, memory size, or I/O requirements will not fit on M05
C. z114 M10 to avoid a potential future outage when the customer grows
D. z196 M15 since no z114 is upgradeable to a z196 as the customer grows

Correct Answer: B

QUESTION 25
A zEnterprise customer is planning to replace several third party software applications. They would like to reduce the complexity of these applications by going to a single application architecture. Which of the following is the best product set the System z sales professional should discuss with the customer?

A. z/VM
B. Linux on z
C. WebSphere Application Server (WAS)
D. WebSphere with Service Oriented Architecture (SOA)

Correct Answer: D

QUESTION 26
An installed System z customer has asked for assistance determining what size processor would be needed to handle their future growth. They estimate growth of approximately 5% a year for the next five years. Which of the following would be the most appropriate action?

A. Perform a zCP3000 analysis.
B. Engage ATS to benchmark the customer workload.Engage ATS to benchmark the customer? workload.
C. Perform a System z assessment using the RACEv tool.
D. Use the customer growth estimate and an IBM MIPs chart to project requirement.Use the customer? growth estimate and an IBM MIPs chart to project requirement.

Correct Answer: A

QUESTION 27
The zEnteprise 114 offers two models. Which of the following is an added value for small and medium enterprises?

A. Ability to consolidate up to 10,000 Unix servers on a single z114
B. Mainframe technology and reliability at an entry level price
C. Ability to concurrently upgrade from one model to another without disruption
D. Acquisition cost is competitive with low cost Unix servers

Correct Answer: B

QUESTION 28
A customer is interested in the IBM DB2 Analytics Accelerator. They have identified some potential applications and want to know where to begin the process of evaluating the costs and benefits. Which of the following responses meets this need?

A. Provide a no cost trial of DB2 Analytics Accelerator for this customer.
B. Propose a Services Contract to evaluate the DB2 Analytics Accelerator fit for purpose.
C. Recommend an IBM class as the first step to qualifying the DB2 Analytics Accelerator product.
D. Provide the customer with a questionnaire they need to fill out. When completed, send the questionnaire to an IBM site for evaluation by SMEs.

Correct Answer: D

QUESTION 29
A System z customer has a new CIO. The CIO is concerned about continuous operations and recovery following a catastrophe. Which of the following addresses this issue?

A. DR
B. CBU
C. GDPS
D. Parallel Sysplex

Correct Answer: C

QUESTION 30
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 zEnteprise 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

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