



Exam Code: 000-427

Exam Name: IBM System z Solution Sales V3

Vendor: IBM

Version: DEMO

Part: A

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

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

Correct Answers: A

2: A mainframe customer is planning to replace several ISV application sets and significant home written applications with a single application set. Which of the following products should be mentioned by the System z Sales Professional?

- A.WebSphere Application Server
- B.z/VM
- C.WebSphere with SOA
- D.Domino

Correct Answers: C

3: An Sun customer is considering a z10 solution. They mention a Sun term "containers". Which of the following is the meaning of this term?

- A.Sun virtualization term
- B.Sun storage term
- C.Sun term for rack mount units
- D.Sun recovery term

Correct Answers: A

4: The IT Director of a z10 customer has requested all discussions regarding strategic direction with any of the customer personnel go through that office. Several items have surfaced that the IT Director could not address any details. Which of the following courses of action address this situation?

- A.Suggest the IT Director create a formal steering committee to participate in discussions.
- B.Discuss the lack of detail with the CFO
- C.Interview the department heads to include all details
- D.Propose a Global Services engagement

Correct Answers: A

5: Which of the following software pricing models would be most suitable for the operating system when running SAP R/3 on a dedicated IBM System z?

- A.EWLC
- B.NALC
- C.PSLC
- D.VWLC

Correct Answers: B

6: Which of the following includes major components needed to place an IBM System z into a Parallel Sysplex clustered environment?

- A.A coupling director, two z/OS partitions, a sysplex timer and coupling connectors
- B.A coupling director, a z/OS and a VSE partition, a sysplex timer and coupling links
- C.A coupling facility, a z/OS and an AIX partition, a sysplex timer and coupling connectors
- D.A coupling facility, two z/OS partitions, a sysplex timer and coupling links

Correct Answers: D

7: A Sun customer has recently experienced several critical processor failures. When replacing the processors, the customer was not able to recreate the problem. Which of the following System z RAS features should the sales representative emphasize during the sales call?

- A.Chipkill Memory
- B.Service Processor
- C.Lightpath Diagnostics
- D.First Failure Data Capture

Correct Answers: D

8: If a customer wants to install a new release of z/OS and has little or no systems programming staff, which of the following could the customer consider as an alternative?

- A.z/OS Express Services
- B.UDB Migration Services
- C.Systems programming services
- D.Custom Pack

Correct Answers: C

9: What are the currently supported FICON Directors on a IBM System z?

- A.CNT (INRANGE), McData and IBM TotalStorage Director
- B.CNT (INRANGE) and McData only
- C.IBM TotalStorage Director only
- D.McData only

Correct Answers: A

10: 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

Correct Answers: B

11: 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

Correct Answers: A

12: 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 this opportunity?

- 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

Correct Answers: C

13: 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
- B.Reduction of headquarters data center floor space
- C.Increased performance of server workloads
- D.Simplified networking and systems administration

Correct Answers: D

14: A System z10 customer is evaluating z/OS capacity requirements. Which of the following IBM tools can perform capacity planning from customer SMF data?

- A.zPCR
- B.LSPR
- C.CP3000
- D.AD Tools

Correct Answers: C

15: Which of the following processors support operation in LPAR mode only?

- A.z10 and z900
- B.z800 and z990
- C.z890 and z990
- D.9672-G5 and 9672-G6

Correct Answers: C

16: A customer has a six year old mainframe installed and is considering moving to a new z10. The IT Director asks the System z Sales Specialist for reasons to move to the z10. Which of the

following will be new for them with the z10?

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

Correct Answers: C

17: Two business partners are involved in a major system upgrade at a z/OS customer. The customer has a stated direction of moving to Linux. Both business partners have application software for a key application. One business partner has a RH7 Linux application that they have never run on a System z, and the other business partner has a z/OS proven non Linux application. Which of the following actions should the System z Sales Specialist pursue?

- A. Eliminate the Linux application as it will introduce another architecture
- B. Ask the customer to review both competing applications
- C. Ask the first business partner to certify his Linux application on System z
- D. Convince the customer to eliminate the untested Linux application

Correct Answers: C

18: What is the advantage of dynamic oscillator switchover?

- A. Allows the backup oscillator to detect the failure, switch over and provide redundant power capabilities.
- B. Allows the backup oscillator to detect the failure, switch over requiring only an IPL instead of a full Power on Reset.
- C. Allows the backup oscillator to detect the failure, switch over, and provide the clock signal to the server transparently.
- D. Supports enhanced availability for z890, z900, and z9

Correct Answers: C

19: A System z customer is very interested in OOCoD to handle future needs. Which of the following describes the order process?

- A. The CIU contract and OOCoD appendix are signed and, if needed, the OOCoD Capability Feature is ordered. A single OOCoD order is placed that reflects the original and anticipated CPs required.
- B. The CIU contract and OOCoD appendix are signed and, if needed, the OOCoD Capability Feature is ordered. Customer enrolls in ResourceLink. When needed, the customer orders a CIU OOCoD.
- C. The CIU contract and OOCoD appendix are signed and, if needed, the OOCoD Capability Feature is ordered. Two MESs are ordered. The first reflects the original CPs needed and the second reflects the total CPs needed.
- D. The CIU contract and OOCoD appendix are signed and, if needed, the OOCoD Capability Feature is ordered. A single OOCoD order is placed for the original CPs needed. A second OOCoD order is placed when the need arises.

Correct Answers: B

20: An installed Sun account asks for a quotation to replace six Solaris servers. Which of the following actions will provide preliminary System z sizing?

- A. Ask the prospect for actual application transaction estimates
- B. Review Whitepapers for comparisons of the Solaris servers
- C. Use TPC benchmark data to develop the System z server configurations
- D. Provide Techline with a completed Sizing Questionnaire

Correct Answers: D