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IBM IBM System z Solution Sales V3



Practice Exam: 000-427

Exam Number/Code: 000-427

Exam Name: IBM System z Solution Sales V3

Questions and Answers: 47 Q&As

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Exam : IBM 000-427

Title : IBM System z Solution Sales V3

1. A System z Sales professional has just begun discussions with a new prospective customer.

Which of the following information is the most important at this step?

- A. Decision date
- B. Enterprise architecture
- C. Business issue
- D. Project budget

Answer: C

2. 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.

Answer: B

3. 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 ToolsWArrialZX

Answer: C

4. The OSA-ICC is most similar in function to which of the following devices?

- A. 2074 Console Support Controller
- B. 2029 (DWDM) Dense Wavelength Division Multiplexer
- C. ESCON Director
- D. 37XX Communications Controller WArrialZ

Answer: A

5. A current 2084 A08 304 customer intends on getting off of the mainframe in the next year by moving applications to a distributed environment. Today they are running at 98% capacity and think they will grow at least 10% before year end. What is the best solution for this customer.

- A. Move to the new System z10 BC which is smaller than the 2084 and allow for software savings and provide a way to downgrade using capacity settings.
- B. Add an engine to the existing machine so they can turn it on right away.
- C. Upgrade to a z10 EC and use capacity settings to downgrade as needed and get some IBM software savings.
- D. This is really not a customer the Sales Rep would want to deal with since there is no long term potential, but should suggest outsourcing as a viable option.WArrialZ

Answer: C

6. A prospect with a large number of Windows servers distributed across the globe is considering migrating to single System z. The customer is very concerned with the rapid growth of his Windows support staff, and the space used by the servers in the various locations.

Which of the following is likely to provide long term justification in this scenario?

- A. T Reduced Footprint size at the central location
- B. Technical skill requirements
- C. Power requirements
- D. High AvailabilityWArrialZX

Answer: B

7. A new Controller at an older but supported level mainframe customer contacts the System z Sales Specialist. The controller is very disappointed with the overall performance of the existing equipment. They have discovered users who cannot use the systems due to resource constraints.

Which of the following actions will address this situation?

- A. Run CP3000
- B. Upgrade to current level OS
- C. Propose a services contract to tune the existing system and establish the system requirements
- D. Run a sample of the System p AIX workload in an LPAR to establish the total system requirementsWArrialTimes
New RomanZX

Answer: D

8. A prospective manufacturing customer with an existing complex environment is requesting a proposal for a TSM data management solution. What should be the first step taken to validate the customer's project?

- A. Perform a TSM benchmark
- B. Verify funding
- C. Contact the IBM Software Sales Professional
- D. Survey customer's current environmentWArrialZ

Answer: C

9. 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

10. A z10 customer has numerous Unix servers, a large number of Windows servers, and an unidentified number of small department servers that were acquired outside of IT influence. The CIO wants to know how much they are currently spending on IT company wide and determine if software licenses are managed correctly.

Which of the following approaches would provide that information?

- A. Perform a TCO analysis
- B. An internal review, department by department
- C. Review of all department expense items
- D. Interview all department heads

Answer: B

11. A System z customer has a new CIO. The CIO is concerned about continuing operations and recovery following a catastrophe.

Which of the following addresses this issue?

- A. GDPS
- B. TAM
- C. DR
- D. WAS

Answer: A

12. A Windows customer is considering migrating to a Z

Which of the following elements could be seen as a challenge?

- A. Security
- B. Virtualization
- C. Disaster Recovery (DR)
- D. Technical skills of existing staff

Answer: D

13. 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

Answer: C

14. A System z10 retail customer with home written Cobol applications is considering replacement of their older z/OS server with new technology. They do not believe a replacement would be less costly than keeping their current server. Which of the following factors in z10 are relevant in convincing them otherwise?

- A. Application costs, z/OS maintenance, and floor space
- B. MSU software savings, hardware maintenance, software efficiency
- C. z/OS administration, hardware maintenance, and database costs
- D. Floor space, power and cooling, z/OS maintenance, and hardware maintenance

Answer: B

15. When trying to evaluate a customers z/OS capacity requirements.
Which of the following IBM tools can perform capacity planning from customer SMF data?
- A. AD Tools
 - B. CP3000
 - C. LSPR
 - D. zPCRWArialZ
- Answer: B

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