

IBM

Exam 000-424

000-424 IBM zSeries Sales V1

3.0

[Total Questions: 140]

Question No : 1

TestKing.com is planning to upgrade their IBM eServer zSeries CPU in 9 to 12 months to accommodate growth in their WebSphere applications. TestKing.com's key concern with upgrading is the increase in ISV software costs. Which of the following should a zSeries Sales Specialist suggest that the customer do to get control of their ISV costs?

- A. Migrate to IBM ISV replacements, where possible
- B. Negotiate long-term ISV contracts
- C. Eliminate the ISV requirement with WLM
- D. Deploy HiperSockets across LPAR's

Answer: A

Question No : 2

TestKing.com agrees that the IBM eServer z890 is the right solution, but needs to see the total packaged proposal. Before suggesting a financing solution, which of the following does the zSeries Sales Specialist need to understand about the customer's decision criteria?

- A. II and III
- B. I and IV
- C. III and IV
- D. I and II

Answer: D

Question No : 3

TestKing.com's direction is to get off the mainframe because of cost concerns. Which of the following should the zSeries Sales Specialist do?

- A. Work with the customer to migrate the zSeries workloads to a distributed platform
- B. Work with the customer to understand their issues and see what can be done to preserve zSeries footprint
- C. Move on to the next customer since this customer is already leaving the mainframe
- D. Convince the customer to only use the mainframe for a database server
- E. Convince the customer to only use the mainframe for a database server

Answer: B

Question No : 4

On newly-announced IBM eServer zSeries products, which of the following is required before shipment of the machine?

- A. Product Strategy Review
- B. Systems Assurance Review
- C. Capacity Plan
- D. Total Cost of Computing (TCO) Review

Answer: B

Question No : 5

IBM eServer zSeries has specialized cryptographic cards to perform secure key and SSL clear key transactions. Other platforms use software to perform these transactions. Which of the following is a major advantage of using the specialized cards over software?

- A. Lower software costs with the software only solution
- B. Lower central processing usage occurs with the software only solution
- C. Higher central processing usage with the crypto card only solution
- D. Lower central processing usage with the crypto card only solution

Answer: D

Question No : 6

When recommending z/OS.e as a solution for New Workload software price reduction, which of the following key areas need to be addressed?

- A. Has a Special Bid been submitted to approve the New Workload Application running under z/OS.e?
- B. Is z/OS.e compatible with zSeries z890 processors? What level of z/OS.e is required?
- C. Is z/VM able to support the workload that is anticipated by the New Workload application?

D. Is the New Workload Application supported on z/OS.e (that is, will it run under z/OS.e)?

Answer: D

Question No : 7

Refer to the Exhibit to answer the question.

When preparing a TCO analysis to help justify a new IBM eServer z890 processor, which of the following factors would offer significant savings?

- A. II and III
- B. III and IV
- C. II and IV
- D. I and III

Answer: D

Question No : 8

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

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

Answer: D

Question No : 9

Which of the following resources can be minimized by the use of the cryptographic co-processors?

- A. MIPS
- B. I/O traffic

- C. Network traffic
- D. Transactions

Answer: A

Question No : 10

Which of the following best describes a Critical Situation (CRITSIT)?

- A. Online customer-initiated process to help fix a serious problem
- B. A Business Partner-initiated process to address the IBM/Business Partner sales relationship
- C. IBM/Business Partner-initiated process to address a serious issue with an IBM solution
- D. IBM Executive-initiated process to address a serious issue with the IBM sales solution process

Answer: C

Question No : 11

An IBM eServer zSeries customer with a large HP server farm with Oracle is looking to reduce costs. Which of the following is the best alternative to evaluate for this customer?

- A. Reduce the zSeries software costs
- B. Propose Virtualization Engines
- C. Consolidate the Oracle on Linux for zSeries
- D. Migrate the database to DB2 for z/OS

Answer: C

Question No : 12

Which of the following is the primary function served by the zAAP feature?

- A. It sends bulk data to a designated storage device.
- B. It converts an application from 31-bit to 64-bit architecture.
- C. It is dedicated to processing JAVA workloads.

D. It is used to process high priority transactions.

Answer: C

Question No : 13

Which of the following will run on an IFL?

- A. Linux under z/OS
- B. Java only
- C. z/VM and Linux
- D. z/VM guests (Linux, VSE, z/OS)

Answer: C

Question No : 14

Which of the following statements best describes who should be involved in a Systems Assurance Review?

- A. All parties directly involved with the install and Poughkeepsie Product Assistance Center (PPAC).
- B. All parties directly involved with the install.
- C. All parties directly involved with the install and the ITSO.
- D. Only managers, since this is a management review.

Answer: B

Question No : 15

Which of the following most accurately reflects the purpose of HiperSockets on IBM eServer zSeries servers?

- A. Provides a TCP/IP network between two physical servers
- B. Acts like a SNA network within a physical server
- C. Acts like a TCP/IP network within a physical server
- D. Provides a SNA network between two physical servers

Answer: C

Question No : 16

TestKing.com has a server farm with many web applications on Linux, and file and print services on Windows. Some web applications need 7x24 high availability, otherwise the customer will lose revenue. TestKing.com is considering a new platform. Which of the following IBM eServer zSeries architecture components will meet the customer's business requirement?

- A. High Availability Cluster Multi-Processing
- B. Secure Socket Layers
- C. Integrated Facility for Linux and z/VM
- D. Dynamic Logical Partition

Answer: C

Question No : 17

TestKing.com has received the proposal and is in final negotiations with the zSeries Sales Specialist. The sales specialist senses that the customer is ready to close the deal. TestKing.com offers to sign the contracts if the sales specialist will forward price upgrades to unannounced products for the next three years. How should the sales specialist respond?

- A. Explain that because of changes in pricing and technology, forward prices cannot be provided; but "NotTo Exceed" pricing for upgrades can be provided.
- B. Explain that any pricing for the future cannot be provided, and that the customer will have to request pricing for upgrades when they are needed.
- C. Explain that pricing is not set in the future but that a "guess-timate" could be made about what it might be.
- D. Agree that this is a fair request and get exact pricing for the next three years' worth of upgrades.

Answer: A

Question No : 18

Which organization is available to validate the technical configuration before an IBM eServer zSeries is ordered?

- A. Business Partner Support Organization
- B. IBM Global Services
- C. TechLine
- D. Business Partner Sales Productivity Center

Answer: C

Question No : 19

Which of the following software pricing models is most appropriate for z/OS in a new workload environment?

- A. NALC
- B. PSLC
- C. GOLC
- D. MLC

Answer: A

Question No : 20

Which of the following IBM products has taken advantage of 64-bit Architecture?

- A. RACF
- B. IMS
- C. CICS
- D. DB2

Answer: D

Question No : 21

Which of the following OSA-Express feature(s) uses fiber cabling?

- A. GbE LX and SX
- B. All Ethernet Adapters
- C. Token Ring
- D. 1000BASE-T

Answer: A

Question No : 22

TestKing.com is considering financing alternatives. According to their financial department, they cannot expend any more capital expense. Which of the following financing solutions should the zSeries Sales Specialist propose for this customer?

- A. A buyout lease, which has a \$1 buyout option at end-of-lease.
- B. Server purchase and work with their financial officer to change their financial reporting.
- C. A 36-month lease, which the customer may view as an operating expense.
- D. A 36-month Installment Payment Agreement.

Answer: C

Question No : 23

The Plant Scheduled Ship Date (PSSD) is determined by which of the following entries on the Customer Order?

- A. The Customer Arrival Date (CAD)
- B. The Requested Scheduled Ship Date (RSSD)
- C. The Customer Requested Arrival Date (CRAD)
- D. The Plant Schedule Ship Date (PSSD)

Answer: C

Question No : 24

Tri-modal support relates to which of the following aspects of z/Architecture?

- A. Network protocols
- B. Storage devices
- C. Channel support
- D. Addressability schemes

Answer: D

Question No : 25

Which of the following operating systems best provides options for virtualization?

- A. VSE running in LPAR mode
- B. TPF
- C. z/VM
- D. z/OS.e

Answer: C

Question No : 26

TestKing.com thinks that the mainframe is dead. Which of the following is the most appropriate action for the zSeries Sales Specialist to take to change the customer's perception and convince him to invest in IBM eServer zSeries?

- A. Show the revenue of zSeries
- B. Explain how the zSeries works
- C. Present the IBM zSeries roadmap
- D. State the number of zSeries customers

Answer: C

Question No : 27

On which of the following environments is the GLOBUS Toolkit for Grid Computing on IBM eServer zSeries supported?

- A. z/VM