



000-425

(System Z Solutions Sales)

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Question: 1

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 environment

Answer: C

Question: 2

Which of the following statements best describes a customer's pain point that a sales specialist can immediately act upon?

- A. "Which solution is right for my environment? There are so many to pick from
- B. "I cannot get the payroll done in time each month, and it is costing me dearly in penalties."
- C. "Our outage window is one weekend a month. I cannot afford to have the system down any additional time."
- D. "We are on oldertechnology. I know that getting upto date will help us improve on our customer satisfaction."

Answer: B

Question: 3

A customer has an older mainframe installed and is considering moving to a new z9. The IT Director asks the System z Sales Specialist for reasons to move to the z9. Which of the following is exclusive to the z9?

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

Answer: C

Question: 4

A System z competitor claims that the System z market is a lame market. It rather claims that the market is too small to make sure the customer understands the value of the System z.

- A. z/OS can only run on System z Machines, subject to IBM licensing terms.
- B. Customer should be able to run programs on System z Machines, subject to IBM licensing terms.
- C. Programs such as z/OS can only run on System z Machines, subject to IBM licensing terms.
- D. Programs such as z/OS can only run on System z Machines, subject to IBM System z licensing terms.

Answer: C

Question: 5

A company is running a Linux operating system on a System z server with the flexibility to scale as needed. Which of the following is a characteristic of z9 virtualization technology?

- A. A virtual machine can be migrated between physical servers.
- B. A virtual machine can be migrated between different System z architectures.
- C. A virtual machine can be migrated between different System z models.
- D. A virtual machine can be migrated between different System z processors.

Answer: A

Question: 6

What is the advantage of a System z server with a redundant power supply?

- A. Allows the backplane to be replaced without the need for a full PowerPC reset.
- B. Allows the backplane to be replaced without the need for a full PowerPC reset.
- C. Allows the backplane to be replaced without the need for a full PowerPC reset.
- D. Supports enhanced power management.

Answer: C

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