



000-427

(IBM System z Solution Sales v3)

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Question: 1

Which of the following is an IBM Reference Architecture?

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

Answer: A

Question: 2

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

Question: 3

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

Answer: A

Question: 4

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

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Answer: C

Question: 5

A prospective retail client is planning to consolidate. This client has a production environment and a test and development environment. The client is moving to a new datacenter, the other datacenter is being closed. Which of the following certainly is a benefit of consolidation?

- A. Reduced software licenses
- B. Reduction of hardware costs
- C. Increased performance
- D. Simplified network architecture

Considering options for consolidation of application servers, which of the following is a benefit of moving to a central z10?

Answer: D

Question: 6

A System z10 customer is looking for IBM tools that can perform a full system backup. Which of the following tools can perform a full system backup?

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

Which of the following tools can perform a full system backup?

Answer: C

Question: 7

Which of the following is a benefit of consolidation?

- A. z10 and z990
- B. z10 and z114
- C. z10 and z116
- D. z10 and z118

Which of the following is a benefit of consolidation?

Answer: C

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