



Vendor: IBM

Exam Code: A4070-603

Exam Name: Assessment: System z Sales V6

Version: DEMO

QUESTION 1

A System z Sales Specialist is preparing a proposal for a z10 customer for a potential upgrade to zEnterprise system. They need to propose a z196 model with 20% growth to the existing capacity. How can the seller best determine the right model for the customer?

- A. Refer to the MIPS table to find the matching model
- B. Discuss with the customer to find out what is their preferred model
- C. Engage Techline to perform capacity planning on the current machine
- D. Use Sales Plays to find correct model

Answer: C

QUESTION 2

A customer is considering Linux solution. There are several competitive solutions under consideration.

The System z sales specialist is considering System z Solution Edition for Enterprise Linux or an IBM Enterprise Linux Server. Which of the following is included in these offering.?

- A. Predefined hardware, software, services
- B. Predefined hardware, Linux subscription, and Linux services
- C. IBM middleware, Extended Warranty, VMContol
- D. RACF, zAAP , DirMaint

Answer: A

QUESTION 3

A customer recently ordered a zEnterprise with a zBX. Which of the following is the best action the sales specialist could take to ensure the customer is satisfied with the new zBX?

- A. Propose a Fit For Purpose Study
- B. Schedule an implementation planning meeting
- C. Propose Extended Warranty Contract for the zBX
- D. Propose an Early Ship Program (ESP) for running their AIX applications

Answer: B

QUESTION 4

A customer requested System z software details and pricing. Which IBM tool would be utilized to configure the software products?

- A. zPCR
- B. zIAW
- C. eConfig
- D. CFSW

Answer: D

QUESTION 5

Which of the following is a key benefit to customers who deploy zEnterprise compared to other

solutions?

- A. Virtualization and hardware management across multiple platforms
- B. A management solution that provides support across multiple x86 hypervisors.
- C. A management solution for the complete multi-vendor infrastructure within a datacenter.
- D. A hypervisor infrastructure that allows movement of an application online between different architectures.

Answer: A

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