IBM

Exam C9030-633

IBM z Systems Solutions Sales V7

Verson: Demo

[Total Questions: 10]

Question No : 1

Which initial step helps an IBM seller quickly create a business case for a z Systems Cloud solution?

A. Present the proposed Cloud solution to the Chief Security Officer
B. Request funding for a Scorpion study
C. Survey key application owners
D. Conduct a RACEv analysis

Answer: D

Question No : 2

A customerruns eight-day-long disaster recovery tests at a remote data center using disk and a CEC with minimal processing capacity.

Which of the following is the most cost-effective method to provide enough processing capacity for testing purposes?

A. Capacity for Planned Events (CPE)
B. On/Off Capacity on Demand (OOCoD)
C. Customer Initiated Upgrade (CIU)
D. Capacity Backup (CBU)

Answer: A
Reference:http://www-304.ibm.com/services/weblectures/dlv/partnerworld/online/ltu28080/capacity%20on%20demand.ppt(Slide 3)

Question No : 3

Which capability of z Systems allows it to deliver 'extreme' virtualization?

A. z Systems processors are more powerful than other processors.
B. z/VM supports thousands of virtual servers.

C. z Systems have many processors in a single server.
D. The hypervisor on z Systems is built into the hardware.

Answer: B

Explanation:

Consolidate and deploy thousands of virtual servers on one mainframe for extreme horizontal scalability, savings potential and resource sharing. z/VM is designed for real time provisioning of virtual servers for diverse workloads in a protected, isolated environment.

Question No : 4

A z Systems Sales Specialist is preparing a proposal for a z196 customer for a potential system upgrade. They need to propose a z13 with 20% growth to the existing capacity.

How can the seller best determine the right model for the customer?

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

Answer: C

Question No : 5

An existing z114 customer has future growth requirements, and needs to be on upgradeable technology. A sizing study indicated the customer needs a zBC12 Z03 capacity setting. The upgrade would also include two zIIP processors and four IFLs.

Which of the following would provide the growth capability and the most cost-effective model?

A. H13 to sustain additional MIPS growth and specialty engines.
B. H13 to allow growth for up to 13 z/OS CP engines.
C. HO6 to allow room for future growth for z/OS workloads.
D. H06 because it is cost effective to support the number of specialty engines.

Answer: D

Question No : 6

A client is purchasing an IBM z13 server.

Which implementation services are included with the normal purchase of the machine, as well as the physical installation of the server?

A. Installation planning, I/O cable laying
B. Floor preparation, air conditioning maintenance
C. I/O cable laying, floor preparation
D. Installation planning

Answer: C

Question No : 7

A prospective new z Systems customer is interested in anentry-levelsystem with the lowest cost application development environment. There should be options for multiple capacity settings and a small mix of specialty engines. They also have small I/O attachment requirements and very low growth requirements.

Which z Systems capacity setting would be the lowest capacity starting point for the customer discussion?

A. zBC12 A01
B. z13 401
C. z13 701
D. zBC12 M01

Answer: A
Reference:http://www-01.ibm.com/common/ssi/ShowDoc.wss?docURL=/common/ssi/rep_ca/1/897/ENUS113-121/index.html&request_locale=en

Question No : 8

What is the main benefit that z Systems can bring to a customer that wants to deploy an analytical environment?

A. Faster processors that can speed up query response times.
B. Higher memory capacity and throughput.
C. Reduced latency allowing near real-time analysis.
D. The broadest set of analytical software tools available in the market.

Answer: A

Question No : 9

A customer has multiple platforms to host the individual components of an end-to-end workload or business process. These platforms are connected but are not well integrated, flexible or aligned to meet the customer's service level objectives.

Which product delivers an integrated management portal that brings consistent, automated and reliable service delivery in a single system view?

A. IBM Cloud Manager with OpenStack
B. IBM Wave
C. IBM Tivoli System Automation
D. IBMzManager

Answer: D
Reference:http://www-03.ibm.com/systems/z/hardware/zenterprise/unifiedresourcemanager.html

Question No : 10

A customer is comparing the z/OS Public Key Infrastructure (PKI) Services to digital certificates from an external certificate authority.

What could be done to persuade the customer to choose the IBM solution?

A. Propose IBM GTS services to implement the solution.

B. Demonstrate the benefits of the Cryptographic Coprocessor.

C. Propose a Scorpion study.

D. Propose a Proof-of-Concept to demonstrate the low CPU usage.

Answer: B