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The Power of Knowing



Exam : 000-424

Title : IBM zSeries Sales V1

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**QUESTION 1:**

Certkiller .com is planning to upgrade their IBM eServer zSeries CPU in 9 to 12 months to accommodate growth in their WebSphere applications. Certkiller .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

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**QUESTION 2:**

Certkiller .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?

- I. Is the customer's tendency to lease versus to purchase?
- II. Does the customer need expense to come under an operating budget or under a capital budget?
- III. Does the customer have a good credit rating?
- IV. Does the customer tend to buy used or new processors?

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

Answer: D

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**QUESTION 3:**

Certkiller .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

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**QUESTION 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

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**QUESTION 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

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**QUESTION 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

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**QUESTION 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?

- I. Hardware Maintenance
- II. People resource costs
- III. IBM Software costs
- IV. Hardware costs

A customer is currently running on an old Amdahl processor. The customer has been an Amdahl customer for years, and is looking to upgrade to provide additional capacity. He does not see any value in new technology and believes that "MIPS are MIPS". The current operation system OS/390 y2.9, is out of support.

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

Answer: D

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#### **QUESTION 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

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#### **QUESTION 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

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**QUESTION 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

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**QUESTION 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

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**QUESTION 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

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**QUESTION 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

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**QUESTION 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

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**QUESTION 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

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**QUESTION 16:**

Certkiller .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. Certkiller .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

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**QUESTION 17:**

Certkiller .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. Certkiller .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 "Not To 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

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**QUESTION 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

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**QUESTION 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

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**QUESTION 20:**

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

- A. RACF

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

Answer: D

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**QUESTION 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

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**QUESTION 22:**

Certkiller .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

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**QUESTION 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

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**QUESTION 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

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**QUESTION 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

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**QUESTION 26:**

Certkiller .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

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**QUESTION 27:**

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

- A. z/VM
- B. z/OS
- C. VSE
- D. Linux

Answer: D

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**QUESTION 28:**

Certkiller .com has BEA WebLogic and is interested in migration to an IBM product on IBM eServer zSeries. Which of the following products should be evaluated?

A. WebSphere Application Server for Linux on zSeries

B. WebSphere Studio Application Developer

Certkiller .com has BEA WebLogic and is interested in migration to an IBM product on IBM eServer zSeries. Which of the following products should be evaluated?

C. UDB on Linux for zSeries

D. Tivoli Access Manager for ebusiness

Answer: A

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#### **QUESTION 29:**

Certkiller .com is running WLC, which requires SCRT. Which of the following is this report used to measure?

A. Current performance of the server

B. Amount of Java code that is eligible for zAAP engine

C. Future performance needed for the server

D. Peak rolling 4-hour average for sub-capacity pricing

Answer: D

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#### **QUESTION 30:**

Which of the following best describes HiperSockets?

A. They are implemented by using a ESCON adapter.

B. They are a specially priced feature.

C. They are implemented by using a FICON adapter.

D. They are a standard offering on IBM zSeries processors.

Answer: D

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#### **QUESTION 31:**

Certkiller .com is using the IBM eServer zSeries solution very successfully and is really satisfied. Specifically, the RSF (Remote Support Facility) feature gives them the capability they require. Which of the following should the zSeries Sales Specialist do to keep RSF active?

A. Close a new RSF contract.

B. Ensure that an IBM maintenance contract is in place.

C. Plant support through RSF lasts for the life of box, regardless of maintenance status.

D. Nothing. RSF is only available during warranty.

Answer: B

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**QUESTION 32:**

Certkiller .com has a requirement to run multiple versions of z/OS on the same IBM eServer zSeries Server. Which of the following features will assist the customer?

- A. SIE Assist
- B. HiperSockets
- C. LPAR Capability
- D. Parallel Sysplex

Answer: C

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**QUESTION 33:**

Refer to the Exhibit to answer the question. Which of the following is the next logical step to move this customer closer to an IBM eServer z890 sale?

A customer is currently running on an old Amdahl processor. The customer has been an Amdahl customer for years, and is looking to upgrade to provide additional capacity. He does not see any value in new technology and believes that "MIPS are MIPS". The current operation system OS/390 y2.9, is out of support.

- A. Encourage the customer to move to z/OS 2.10, focusing on getting them more current on their software.
- B. Prepare a "speeds and feeds" presentation to convince the customer of the need for new technology.
- C. Perform an analysis of the current Amdahl processor to gain understanding of how old the processor is and why it should be replaced.
- D. Discuss with the customer his business needs, and plans for new workloads, applications, etc.

Answer: D

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**QUESTION 34:**

Certkiller .com needs continuous availability of their IBM eServer zSeries workloads. With systems five miles apart, which of the following is the best option to solve the

customer's need?

- A. GDPS
- B. CTC
- C. HACMP
- D. Parallel Sysplex

Answer: A

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**QUESTION 35:**

The OSA-ICC is most similar in function to which of the following devices?

- A. 2074 Console Support Controller
- B. 37XX Communications Controller
- C. ESCON Director
- D. 2029 Fiber Saver

Answer: A

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**QUESTION 36:**

Certkiller .com is implementing an Enterprise SAN. Which of the following operating systems on IBM eServer zSeries will be able to communicate with the Open Systems devices in the SAN?

- A. Linux
- B. z/OS.e
- C. Windows on OSA.E
- D. z/OS

Answer: A

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**QUESTION 37:**

With the exception of a capacity setting 110 IBM eServer z890, what is the maximum number of supported LPAR on the IBM z890 and IBM z990 processors?

- A. 30
- B. 4
- C. 15
- D. Unlimited

Answer: A

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**QUESTION 38:**

When evaluating the customer's need for disaster recovery, which of the following would be most important to consider?

- A. Applications that require hot-site backup availability
- B. Backup site location within 20 miles for connectivity
- C. Evaluation of CBU costs on z890 versus z990
- D. Additional staffing requirements to maintain the backup site

Answer: A

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**QUESTION 39:**

Certkiller .com wants to know more about the IBM eServer zSeries, but does not have much spare time. Which of the following is a good way for the customer to get this information?

- A. Review a tailored presentation that addresses the customer's concerns
- B. Participate in IBM eServer zSeries Announcement/Update conference calls
- C. Schedule with IBM Rep/Business Partner a session at the IBM Executive Briefing Center
- D. Read the Trade Press articles on new IBM eServer zSeries

Answer: A

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**QUESTION 40:**

Certkiller .com has agreed to the proposed IBM eServer z890. However, because of budget, they cannot afford the CPU this year. They propose waiting until next year when budget is available. What might the zSeries Sales Specialist suggest as a solution to sell the z890 this year?

- A. Take the IBM z890 now and IBM will not charge for the box until next year, when budget is available.
- B. Spread out the lease for 5-7 years to keep payments flat.
- C. A step-lease, which would keep payments flat this year, and move up higher when budget is available next year.
- D. Suggest a smaller CPU to keep within payment structure.

Answer: C

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**QUESTION 41:**

SAP R/3 can be hosted on IBM eServer zSeries under all of the following configurations EXCEPT

- A. Application serving on Intel, database serving under z/OS
- B. Application and database serving under z/OS
- C. Application and database serving under VSE
- D. Application serving on Unix, database serving under z/OS

Answer: C

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**QUESTION 42:**

The IBM eServer zSeries Backlog is used to check which of the following?

- A. The list of Customer IBM eServer zSeries Opportunities
- B. Open IBM eServer zSeries product defects
- C. What IBM eServer zSeries Products are on order
- D. The current quarter Business Register

Answer: C

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**QUESTION 43:**

Certkiller .com has discovered that they are processing a lot of SSL transactions on an IBM eServer z990, and is concerned with the CPU utilization. Which of the following should the zSeries Sales Specialist recommend?

- A. Enable Firewall Technologies
- B. Install a PCI Cryptographic Accelerator
- C. Activate the DCE Security Server
- D. Install a Cryptographic Coprocessor Facility

Answer: B

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**QUESTION 44:**

Certkiller .com has recently acquired another company, and now has mission-critical applications requiring a back-up location. Certkiller .com is planning on consolidating datacenters, since cost is an issue. Certkiller .com asks for 2 CBU Tests per year. Which of the following needs to be done to fulfill this requirement?

- A. CBU Tests are free; the customer may run as many as needed.
- B. The specialist needs to help the customer understand the ease of use and stability of CBU, such that CBU Testing is not required.
- C. The specialist should explain that 5 tests come standard with a CBU contract and that additional tests can be purchased when the 5 tests are used.
- D. Ten CBU Tests are provided in the 5-year contract, which fulfills the customer's

requirement.

Answer: C

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**QUESTION 45:**

Which of the following processors support operation in LPAR mode only?

- A. IBM eServer z890 and IBM eServer z990
- B. IBM eServer z800 and IBM eServer z900
- C. IBM eServer z800 only
- D. IBM 9672-G5 and IBM 9672-G6

Answer: A

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**QUESTION 46:**

Which of the following IT department's philosophy, direction and preference is likely to support a zSeries solution?

- A. Choice of packaged applications
- B. High system availability
- C. Low initial cost

Which of the following IT department's philosophy, direction and preference is likely to support a zSeries solution?

- D. Choice of packaged applications
- E. Fast application development

Answer: B

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**QUESTION 47:**

Certkiller .com has received the proposal, and the zSeries Specialist has addressed all of the customer's questions and concerns. When the sales specialist asks for the order, the customer seems reluctant to make a decision. Which of the following is the next logical step to close this business?

- A. Assume that the customer isn't convinced, and review the proposal again to help him understand all the details.
- B. Inform the customer that the proposal is only good for 30 days and pressure for a quick decision.
- C. Invite the customer to a Executive Briefing and bring in the experts to help bring in the order.
- D. Determine the reason for the customer's objections and show how the solution will address them.

Answer: D

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**QUESTION 48:**

The IBM zSeries Application Assist Processor (zAAP) is designed for performing which of the following?

- A. Linux application instructions
- B. Coupling Facility workloads
- C. I/O workloads
- D. Java application instructions

Answer: D

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**QUESTION 49:**

When migrating from older technologies to the IBM eServer z800, IBM eServer z890 or IBM eServer z990, which of the following services is most critical to a successful installation?

- A. Physical Planning Services
- B. Cabling Services
- C. 64-bit Readiness Review
- D. Power Planning Services

Answer: B

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**QUESTION 50:**

Which of the following is the easiest environment for migration to Linux on zSeries?

- A. File and Print servers
- B. Compute intensive application
- C. Packaged UNIX applications
- D. Microsoft SQL Server

Answer: A

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**QUESTION 51:**

Which of the following operating systems on an IBM eServer zSeries can connect to an FCP SAN?

- A. Linux and z/OS.e
- B. Linux, z/OS.e and z/VM



- C. Linux only
- D. z/OS.e and z/OS

Answer: C

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**QUESTION 52:**

Certkiller .com, whose company continues to grow, has the tendency to acquire the latest technology and tends to upgrade at least once a year. Certkiller .com is considering the new IBM solution as well as financing alternatives. Which of the following financing types best suits this customer's needs?

- A. No financing; the customer should purchase
- B. IGF Lease
- C. Purchase with bank finance
- D. Rent from IGF (IBM Global Financing)

Answer: B

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**QUESTION 53:**

Which of the following best describes the operating environment required to take advantage of EWLC sub-capacity pricing?

- A. LPAR mode with z/OS 1.4 or above running in 64-bit mode.
- B. The processor must be running multiple LPAR in Basic mode with z/OS 1.4.
- C. Linux must be installed across all LPAR.
- D. Multiple operating systems must be installed.

Answer: A

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**QUESTION 54:**

Certkiller .com needs an upgrade from a 2 CP IBM eServer z900 to a 3 CP IBM eServer z900. Which of the following tools would a zSeries Sales Specialist use to create the configuration?

- A. CP2000
- B. eLink
- C. Rapid Online
- D. eConfig

Answer: D

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**QUESTION 55:**

If Certkiller .com wants to install a new release of z/OS and has little or no systems programming staff, which of the following could the customer consider as an alternative?

- A. z/OS Express Services
- B. Systems programming services from IBM or Business Partner
- C. Systems programming is no longer an issue on zSeries
- D. UDB Migration Services

Answer: B

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**QUESTION 56:**

Certkiller .com needs additional capacity and requested a used upgrade. The zSeries Sales Specialist has provided the customer with a used and new proposal. The new solution has lower costs over three years compared to the used solution due to significantly lower maintenance costs. Certkiller .com accepts the new proposal, but wants to make sure that everything about the installation goes smoothly. How can the sales specialist ensure that everything will go smoothly?

- A. Contact TechLine to involve services offerings.
- B. Work closely with the customer and IBM teams to develop a pre- and post-installation plan.
- C. Offer IGS Operational Services.
- D. Hand the pre- and post-installation tasks over to the technical specialist.

Answer: B

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**QUESTION 57:**

Which of the following sources is the best reference when evaluating current offerings to migrate customers to new hardware or when upgrading software versions?

- A. Redbook
- B. Playbook
- C. CFSW
- D. eConfig

Answer: B

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**QUESTION 58:**

IBM eServer zSeries is known for persistent innovation in comparison to competitors, who like to state that they are mainframe-like. For which of the following IBM eServer zSeries characteristics is Sun most likely to state they are just as good?

- A. Security

- B. Server partitioning
- C. Multiple workloads on the same server in the same partition
- D. Reliability

Answer: B

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**QUESTION 59:**

The IBM Briefing Centers are best used for which of the following?

- A. Performing benchmarks
- B. Presenting IBM strategy
- C. Creating configurations and sizing
- D. Testing customer applications

Answer: B

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**QUESTION 60:**

Refer to the Exhibit to answer the question. When presenting a proposal to the customer, all of the following areas should be stressed EXCEPT:

A customer is currently running on an old Amdahl processor. The customer has been an Amdahl customer for years, and is looking to upgrade to provide additional capacity. He does not see any value in new technology and believes that "MIPS are MIPS". The current operation system OS/390 y2.9, is out of support.

- A. Software currency importance in supporting mission critical workloads
- B. "MIPS are not MIPS", discussing MIP rating of IBM processors against Amdahl processors
- C. Viability of Vendor to support and provide additional options in the next 5 years
- D. TCO savings derived from maintenance

Answer: B

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**QUESTION 61:**

When looking at a 3-year Total Cost of Computing Analysis for a traditional zSeries, which factor typically has the largest influence on the total cost of the solution?

- A. Hardware Maintenance

- B. Software
- C. Services
- D. Hardware

Answer: B

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**QUESTION 62:**

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

- A. z/OS
- B. VSE
- C. z/VM
- D. Linux

Answer: D

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**QUESTION 63:**

On/Off Capacity on Demand is available on which of the following servers?

- A. IBM eServer z890 only
- B. IBM eServer z800 and IBM eServer z890
- C. IBM eServer z890 and IBM eServer z990
- D. IBM eServer z900 and IBM eServer z990

Answer: C

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**QUESTION 64:**

Which of the following should a new company with a fairly poor credit rating do to secure financing?

- A. Make a down payment to reduce the financed amount
- B. Merge with another company that has a better credit rating
- C. Go to the used market to obtain a cheaper solution
- D. Wait until their credit rating improves

Answer: A

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**QUESTION 65:**

Which of the following is an exclusive IBM eServer z890 and IBM eServer z990 RAS characteristic?

- A. Redundant Power Supplies
- B. CP Sparing
- C. Dual System Elements
- D. Concurrent PU to IFL conversion

Answer: D

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**QUESTION 66:**

Refer to the Exhibit to answer the question.

After putting together the TCO and reviewing the Playbook offerings, the numbers are very close, but not convincing to the customer. Which of the following is the best next step for the zSeries Sales Specialist to take?

A customer is currently running on an old Amdahl processor. The customer has been an Amdahl customer for years, and is looking to upgrade to provide additional capacity. He does not see any value in new technology and believes that "MIPS are MIPS". The current operation system OS/390 y2.9, is out of support.

- A. Walk away, recognizing that this customer does not see the value of new technology.
- B. Submit a Special Bid request to lower HW/SW cost based upon replacement of competitive hardware.
- C. Call the ISV Vendor to see if they would lower their software costs.
- D. Schedule another meeting to present again the value proposition, and IBM z890 technology, as the customer obviously did not get it.

Refer to the Exhibit to answer the question.

After putting together the TCO and reviewing the Playbook offerings, the numbers are very close, but not convincing to the customer. Which of the following is the best next step for the zSeries Sales Specialist to take?

Answer: B

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**QUESTION 67:**

Certkiller .com has recently agreed to acquire an IBM eServer z890. They would like to prepare for the new CPU by reading the IBM z890 documentation. Which of the following is the best method to acquire current documentation for IBM z890 manuals?

- A. Download document files from z890 website
- B. Make a copy of the z890 reference CD for customer
- C. FastShip z890 documents for overnight delivery

D. Direct customer to Resourcelink

Answer: D

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**QUESTION 68:**

When considering ISV software during a system migration that involves a serial number change, which of the following is an important pre-installation step?

- A. Review with the Washington Systems Center.
- B. Obtain the appropriate authorization keys and codes from the ISV.
- C. Notify the IBM Support Center of the ISV products in use.
- D. Perform a capacity plan review specific to the ISV products.

Answer: B

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**QUESTION 69:**

Certkiller .com understands the benefits of z/OS.e software pricing and is planning a new application for that operating environment. Which of the following offers a valid hardware platform for this solution?

- A. FLEX-ES
- B. IBM z990
- C. IBM z890
- D. IBM z900

Answer: C

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**QUESTION 70:**

CBU is a temporary upgrade intended to do which of the following?

- A. Emergency capacity
- B. Seasonal or peak workloads
- C. Testing of Linux
- D. Running Java applications

Answer: A

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**QUESTION 71:**

Which of the following options will allow for the greatest virtualization flexibility in creating Linux instances?

- A. Linux native

- B. z/OS.e
- C. Parallel Sysplex
- D. z/VM

Answer: D

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**QUESTION 72:**

Which of the following pricing models would IBM offer to potentially reduce the software costs for zSeries customers?

- I. Workload License Charges
- II. Linux Entry License Charges
- III. Entry Workload License Charges
- IV. Resource License Charges

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

Answer: B

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**QUESTION 73:**

Certkiller .com who normally purchases all hardware acquisitions, cannot purchase an upgrade for three months because of limited budget. If the customer really needs the upgrade now, which of the following financing options should the zSeries Sales Specialist propose?

- A. Propose to the customer to borrow money from third-party leasing company
- B. Wait for three months to make the sale
- C. Convince the customer to change to a three-year operating lease
- D. An IGF lease with a payment deferral

Answer: D

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**QUESTION 74:**

All of the following capture the major principles of the IBM Virtualization Engine EXCEPT:

- A. Enables virtualization and heterogeneous management capabilities to storage systems.
- B. Enables customers to reduce their reliance on IT.
- C. Enables customers to add services to provide the 'fabric' to help view and manage the individual systems as a unified image.
- D. Enables resource virtualization capabilities through technologies in individual server

and storage products.

Answer: B

---

**QUESTION 75:**

A VM/VSE customer wants to implement a WebSphere Application Server (WAS) on an existing zSeries server. On which of the following operating environments would WAS best be implemented?

- A. OS/390
- B. VSE
- C. z/VM
- D. Linux

Answer: D

---

**QUESTION 76:**

Which of the following key considerations is often overlooked when comparing an IBM eServer zSeries with alternative platforms?

- A. Cooling
- B. Floor Space
- C. Acquisition cost
- D. Cooling
- E. People cost

Which of the following key considerations is often overlooked when comparing an IBM eServer zSeries with alternative platforms?

Answer: E

---

**QUESTION 77:**

Certkiller .com is considering leasing an IBM eServer zSeries server versus a competitive alternative that is priced very similarly. Which of the following factors has the greatest impact on determining the lease rates on a 30-month operating lease on each alternative?

- A. Residual Value of processor
- B. Customer Credit Rating
- C. Lease Rate holiday months
- D. Interest Rates

Answer: A

---



**QUESTION 78:**

An Internet Service Provider has a server farm with one Intel server for every web application. The utilization of the processor resources is under 10%. Certkiller .com is considering a new platform. Which of the following IBM eServer zSeries architecture components best meets the customer business requirement?

- A. IFL, Linux and z/VM
- B. 64-bit Architecture
- C. zAAP
- D. Multiple LPAR

Answer: A

---

**QUESTION 79:**

When trying to evaluate Certkiller .com's z/OS capacity requirements, which of the following IBM tools can perform capacity planning from customer SMF data?

- A. AD Tools
- B. CP2000
- C. LSPR
- D. zPCR

Answer: B

---

**QUESTION 80:**

Certkiller .com is planning to redesign their IT infrastructure, and wants a technical recommendation from the zSeries Sales Specialist. Which of the following key resources would the zSeries Sales Specialist engage in designing a high quality solution?

- I. IBM and/or Business Partner System Engineer
- II. IBM Business Partner Support Organization
- III. IBM TechLine
- IV. IBM Product Engineering

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

Answer: D

---

**QUESTION 81:**

Certkiller .com has an IBM 9672-R26 installed, running traditional CICS type workload.

Certkiller .com is hesitant to consider new equipment due to the "high cost" of new versus used, but needs additional capacity in the next 30 days. The zSeries Sales Specialist believes a capacity setting 110 IBM eServer z890 will meet the customer's needs. Which of the following can the sales specialist do to help the customer justify this new purchase?

- A. Propose a cheaper IBM z800 solution, as n-1 technology.
- B. Propose the IBM z890 solution, showing lower software costs, lower maintenance cost, and greater system capacity.
- C. Propose an IGS Optimization study, and analyze the customer's current workload on the IBM 9672 versus the IBM z890.
- D. Explain the price curve and how S/390 and zSeries MIPS have come down significantly over the years.

Answer: B

---

### **QUESTION 82:**

After a successful installation of the IBM eServer zSeries upgrade for an IBM eServer z900 to an IBM eServer z990, the customer notices some workloads are not performing as well on the z990 as they were on the z900. Which of the following should be first action taken by the zSeries Sales Specialist?

- A. Contact the IBM customer satisfaction office to alert them of the issue and develop a action plan.
- B. Have the customer contact product engineering to open up a critical situation.
- C. Schedule a meeting with the customer to determine if anything else was changed the week of the upgrade.
- D. Discuss the situation with the application owners, since the issue is probably due to the customer changing the applications.

Answer: C

---

### **QUESTION 83:**

Which of the following best describes the operating system environment supported by an IFL?

- A. z/VM with Linux instances
- B. VSE
- C. All currently supported zSeries operating systems
- D. z/OS

Answer: A

---

**QUESTION 84:**

Which of the following best describes the data transfer rate of the current zSeries FICON features?

- A. 100 MB per second
- B. Two Gbps
- C. One or two Gbps auto-negotiated
- D. One Gbps

Answer: C

---

**QUESTION 85:**

Capacity Backup Upgrade (CBU) applies to which of the following?

- A. Channels
- B. CP's
- C. Memory
- D. Cryptographic co-processors

Answer: B

---

**QUESTION 86:**

Which of the following must be true for Certkiller .com to run applications under z/OS.e?

- I. A Cobol compiler cannot run under z/OS.e
- II. Less than 10 TSO users are required
- III. The application may be IMS-based
- IV. The application must run in an LPAR smaller than 100 MIPS

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

Answer: D

---

**QUESTION 87:**

The IBM Briefing Centers are best used for which of the following?

- A. Presenting IBM strategy
- B. Performing benchmarks
- C. Creating configurations and sizing
- D. Testing customer applications

Answer: A

---

**QUESTION 88:**

Which of the following software pricing metrics offers a sub-capacity option?

- A. EWLC
- B. GOLC
- C. zELC
- D. PSLC

Answer: A

---

**QUESTION 89:**

Which of the following best describes what is done on the IBM eServer zSeries in the event of a PU failure?

- A. The failing PU will automatically move workload to the Crypto feature.
- B. The entire processor will automatically shut down until repaired.
- C. A failed PU's characterization is dynamically reassigned to a spare PU, if one is available.
- D. The remaining PU will run in turbo mode until the repair is complete.

Answer: C

---

**QUESTION 90:**

Which of the following software pricing methods can best be used to justify a new z/OS based solution?

- A. One-time charge
- B. Sub-capacity software licensing
- C. Software Group pricing
- D. GOLC

Answer: B

---

**QUESTION 91:**

Certkiller .com wants to get off the mainframe because of rising ISV software cost concerns. Which of the following should the zSeries Sales Specialist do?

- A. Move to PSLC pricing
- B. Reduce hardware costs

- C. Engage the IBM zSeries Software Sales Specialist
- D. Migrate applications to other platforms

Answer: C

---

**QUESTION 92:**

A z/OS customer is trying to decide whether to acquire an IBM eServer 9672-z77 or an IBM eServer z990. What risk will the customer need to consider on the IBM z77?

- A. z/OS support for an IBM 9672 ends March 2007.
- B. z/OS requires z/VM to run.
- C. z/OS is not supported.
- D. z/OS will not support Linux.

Answer: A

---

**QUESTION 93:**

Which of the following operating systems is specially designed for the IBM eServer zSeries 800 and 890?

- A. VSE
- B. z/OS 1.4
- C. z/VM
- D. z/OS.e

Answer: D

---

**QUESTION 94:**

Certkiller .com is looking for an alternative to handling remote communications using a front-end processor. Which of the following processor features could be a component in the replacement option?

- A. FICON
- B. HiperSockets
- C. OSA-Express
- D. Coupling Facility

Answer: C

---

**QUESTION 95:**

Who provides hardware warranty service and defect support for IBM software on a new IBM eServer zSeries solution?

- A. Hardware warranty is delivered by Business Partners, software defect support by IBM.
- B. Software defect support is provided by Business Partners, hardware warranty by IBM.
- C. Both are delivered by Business Partners.
- D. Both are delivered by IBM.

Answer: D

---

**QUESTION 96:**

A WebSphere customer is growing 100% a year and requires a new IBM eServer z890. They are not sure if they will continue to grow at the same rate in the future. Which of the following acquisition methods should the zSeries Sales Specialist recommend?

- A. Purchase an IBM eServer z990 with excess capacity enabled to eliminate future costs.
- B. Purchase an IBM eServer z890 to eliminate risk of change in future.
- C. Propose a lease with future upgrade options.
- D. Propose a 36-month lease with a buyout option.

Answer: C

---

**QUESTION 97:**

Certkiller .com wants to do a server consolidation. Which of the following can assist with the evaluation?

- A. zPCR

Certkiller .com wants to do a server consolidation. Which of the following can assist with the evaluation?

- B. Scorpion studies
- C. Scorpion studies
- D. Snapshot
- E. CP2000

Answer: B,C

---

**QUESTION 98:**

Certkiller .com with VM/VSE on an IBM 9672 with 60 MIPS and an IBM RVA with 1 TB wants to migrate his workload into a WAS Solution in the next 48 months. If the customer is interested in migration to WAS on Linux under z/VM, which of the following should the zSeries Sales Specialist offer?

- A. IBM eServer z890, MLC for the remaining traditional workload and an IBM TotalStorage ESS

- B. IBM eServer z890, WLC for the remaining traditional workload and an IBM TotalStorage FASStT
- C. IBM eServer z890, MLC for the remaining traditional workload and an IBM TotalStorage FASStT
- D. IBM eServer z890, WLC for the remaining traditional workload and an IBM TotalStorage ESS

Answer: D

---

**QUESTION 99:**

When performing a Total Cost of Ownership (TCO), what is the typical length of time that is used to ensure a valid comparison of costs for the initial analysis?

- A. Two year analysis
- B. One year analysis
- C. Three year analysis
- D. Six year analysis

Answer: C

---

**QUESTION 100:**

An application developer is interested in a goal-based I/O balancing system solution. Which of the following z/OS capabilities will meet the application developer's requirements?

- A. Intelligent Resource Director
- B. Workload Manager
- C. zSeries Application Assist Processor
- D. Managed System Infrastructure for Operations

Answer: A

---

**QUESTION 101:**

While meeting to discuss future upgrade options, the customer asks the zSeries Sales Specialist to see an LSPR comparison of their current processor to a new processor. Which of the following IBM workstation tools would the sales specialist be able to show the customer to present the differences?

- A. CP2000
- B. zPCR
- C. eConfig
- D. SCRT

Answer: B

---

**QUESTION 102:**

Which tool would a zSeries Sales Specialist most likely choose to perform capacity planning?

- A. Scorpion
- B. z/PCR
- C. eConfig
- D. CFSW

Answer: B

---

**QUESTION 103:**

Certkiller .com has two IBM eServer zSeries servers, an IBM eServer z900 1C5 and an IBM eServer z900 1C1. Certkiller .com would like to upgrade the IBM z900 1C1 to an IBM z900 1C6 to accommodate both workloads, in the event that the IBM z900 1C5 becomes unavailable. Which of the following will best provide the customer with this capability?

- A. On/Off Capacity on Demand
- B. CUoD
- C. IFL
- D. CBU

Answer: D

---

**QUESTION 104:**

Certkiller .com wants to implement a new application using DB2 on their IBM eServer z900 1C1 running z/OS across all LPAR. Certkiller .com is concerned about the price because the application is very small and will only be used by a few users. Which of the following alternatives is available to help reduce the cost?

- A. Growth Opportunity License Charges
- B. DB2 with z/OS.e
- C. Sub-capacity pricing Entry Workload License Charges
- D. Sub-capacity pricing with Workload License Charges

Answer: D

---

**QUESTION 105:**



Which of the following is the primary objective of the IBM Systems Assurance Review process?

- A. Hardware pricing
- B. Software pricing
- C. Alternative solutions
- D. Customer readiness

Answer: D

---

**QUESTION 106:**

Certkiller .com likes the proposal that has been presented, but the TCO does not justify the purchase of new IBM eServer zSeries due to high ISV costs. Which of the following IBM resources is available to help address this problem?

- A. zSeries Software Sales Specialist
- Certkiller .com likes the proposal that has been presented, but the TCO does not justify the purchase of new IBM eServer zSeries due to high ISV costs. Which of the following IBM resources is available to help address this problem?
- B. Software Competency Center
  - C. Software Support Center
  - D. Executive Briefing Center

Answer: A

---

**QUESTION 107:**

When is the appropriate time for Certkiller .com to negotiate with ISV's in preparation to buying a new IBM eServer zSeries processor?

- A. Once a proposal has been submitted, then the customer should call the ISV's for pricing.
- B. Once the processor has installed, contact the ISV to negotiate the price.
- C. Negotiate as early as possible, even before looking at a new IBM eServer zSeries processor purchase.
- D. Negotiation of prices with ISV's is not needed; all pricing info is standard amongst all ISV's on IBM eServer zSeries products.

Answer: C

---

**QUESTION 108:**

Continuous Availability is offered by which of the following IBM eServer zSeries features?

- I. Parallel Sysplex Coupling with other processors

- II. CP Sparing
- III. Memory Sparing
- IV. CP Fallback to lower CP Cycle Time (CFCPT)

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

Answer: D

---

**QUESTION 109:**

Which of the following will Sun most likely stress when discussing the IBM eServer zSeries solution with the customer?

- A. zSeries price performance
- B. zSeries price performance
- C. zSeries reliability
- D. System security

Which of the following will Sun most likely stress when discussing the IBM eServer zSeries solution with the customer?

- E. zSeries availability

Answer: A,B

---

**QUESTION 110:**

For Certkiller .com considering migrating to zSeries, which of the following pain points should be downplayed in developing a proposal?

- A. DR Capability
- B. System availability
- C. Security
- D. Technical skill requirements

Answer: D

---

**QUESTION 111:**

An IBM eServer zSeries solution customer needs deep technical information about the IBM eServer zSeries. Which of the following is the best way for the customer to get the specific deep technical information?

- A. Redbooks
- B. Marketing brochures

- C. www.ibm.com
- D. White paper

Answer: A

---

**QUESTION 112:**

Which of the following will HP most likely stress when discussing the IBM eServer zSeries solution with the customer?

- A. zSeries system availability
- B. zSeries virtualization
- C. zSeries costs
- D. zSeries vitality

Answer: C

---

**QUESTION 113:**

Which of the following includes major components needed to place an IBM eServer zSeries into a Parallel Sysplex clustered environment?

- A. A coupling facility, two z/OS partitions, a sysplex timer and coupling links
- B. A coupling director, two z/OS partitions, a sysplex timer and coupling connectors
- C. A coupling director, a z/OS and a VSE partition, a sysplex timer and coupling links
- D. A coupling facility, a z/OS and an AIX partition, a sysplex timer and coupling connectors

Answer: A

---

**QUESTION 114:**

Which of the following are prerequisites for running a zAAP?

- A. IBM z/VM V5, Linux with SuSE SLES V8
- B. Java 1.4.1, IBM z/OS 1.6
- C. IBM z/VM V4, Linux with SuSE SLES V8
- D. WebSphere V4 or V5, IBM z/OS 1.3

Answer: B

---

**QUESTION 115:**

Refer to the Exhibit to answer the question. UDB will be running in a separate LPAR on each z890. What OS configuration offers the lowest cost of ownership?

A customer has a requirement for a business-critical UDB Server to communicate with multiple Linux servers. The customer currently owns two IBM eServer z890's in a Parallel Sysplex with z/OS. The requirement qualifies as new workload from IBM.

- A. z/OS with zELC.e
- B. z/OS.e with EWLC
- C. z/OS.e with zELC.e
- D. z/OS with EWLC

Answer: B

---

**QUESTION 116:**

Which of the following is the software pricing model that was introduced with the IBM eServer z890?

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

Answer: D

---

**QUESTION 117:**

Which of the following best describes the acquisition costs associated with Workload Manager (WLM) and Intelligent Resource Director (IRD)?

- A. They are licensed based on total system MSU.
- B. Both are included in z/OS running on zSeries hardware.
- C. Charges are based on measured usage.
- D. They are licensed based on aggregated MIPS.

Answer: B

---

**QUESTION 118:**

All of the following capture the major principles of the IBM Virtualization Engine EXCEPT:

- A. Uses advanced virtualization technologies and set of management services to increase the agility of the infrastructure, allowing stronger

integration of IT and business goals.

B. Enables customers to reduce their reliance on IT.

C. Enables flexibility and innovation using open technologies.

D. Provides a dynamic virtualization fabric with a set of management services to deliver on demand access to resources within a system or across multiple systems in the enterprise.

Answer: B

---

**QUESTION 119:**

Aside from Central Processors (CP), IBM eServer zSeries On/Off Capacity on Demand also allows usage of which of the following other temporary resources?

A. Memory

B. FICON channels

C. IFL and zAAP

D. ESS disk

Answer: C

---

**QUESTION 120:**

Certkiller .com wants to go into production with WebSphere, but does not have budget for additional capacity this year. Microsoft has offered an inexpensive solution. Which of the following should the zSeries Sales Specialist recommend?

A. Defer full production until next year

B. Outsource the WebSphere workload to IGS

C. An IBM Global Financing lease with deferred payment

D. Temporarily migrate to Windows on xSeries

Answer: C

---

**QUESTION 121:**

Which of the following needs to be accomplished before the IBM eServer zSeries can be shipped?

A. Systems Assurance Review

B. Maintenance provider contract

C. Data center readiness

D. Software inventory cleanup

Answer: A

---

**QUESTION 122:**

Which of the following organizations can provide the sizing and configuration assistance required in developing a solution?

- A. Linux ILC
- B. ITSO
- C. Briefing Center
- D. TechLine

Answer: D

---

**QUESTION 123:**

Which of the following is an additional benefit of a GDPS over a Parallel Sysplex?

- A. Support for greater distances
- B. Additional software aggregation benefits
- C. Reduced recovery time
- D. Enhanced data sharing

Answer: A

---

**QUESTION 124:**

Certkiller .com is running an S/390 with OS/390 V2.10. As a potential software cost savings, WLC is being evaluated. The upgrade to IBM eServer zSeries is planned. Which of the following must also happen before WLC can be used?

- A. Update to Linux under z/OS 64-bit mode
- B. Update OS/390 V2.10 to z/OS 64-bit mode
- C. Upgrade to z/VM 64bit mode
- D. Upgrade to OS/390 V2.11

Answer: B

---

**QUESTION 125:**

Which of the following is the primary source of documentation a zSeries Sales Specialist should use to assist the customer with the installation of IBM zSeries hardware?

- A. Systems Assurance Product Review guide
- B. Redbook
- C. The zSeries Migration guide
- D. Redpaper

Answer: A

---

**QUESTION 126:**

The OSA-Express Integrated Console Controller function provides support for console session connections using which of the following features?

- A. Token Ring
- B. 1000BASE-T Ethernet
- C. GbE Long Wave (LX)
- D. GbE Short Wave (SX)

Answer: B

---

**QUESTION 127:**

SAP R/3 runs on which of the following operating systems on IBM eServer zSeries?

- A. z/OS only
- B. z/VM only
- C. Linux and z/OS
- D. Linux only

Answer: C

---

**QUESTION 128:**

Certkiller .com needs a critical upgrade, but does not have the staff to implement the upgrade. Which of the following represents the best option?

- A. Change the proposal to make the implementation easier.
- B. Propose a services contract to do the implementation.
- C. Keep pushing the proposed solution because it is critical to the customer.
- D. Delay the implementation until the customer resources are available.

Answer: B

---

**QUESTION 129:**

Refer to the Exhibit to answer the question. How would a zSeries Sales Specialist suggest UDB be implemented to maintain redundancy and availability?

A customer has a requirement for a business-critical UDB Server to communicate with multiple Linux servers. The customer currently owns two IBM eServer z890's in a Parallel Sysplex with z/OS. The requirement qualifies as new workload from IBM.

- A. Enable UDB data sharing into a Parallel Sysplex with CF Duplexing
- B. Cluster UDB Servers with WLM and HiperSockets
- C. Establish HiperSocket network to aggregate UDB Servers
- D. Cluster UDB Servers with CTC connections

Answer: A

---

**QUESTION 130:**

IBM eServer zSeries is known for persistent innovation in comparison to competitors, who like to state they are mainframe-like. For which of the following IBM eServer zSeries characteristics is HP most likely to state they are just as good?

- A. Reliability
- B. Multiple workloads on the same server in the same partition
- C. Scalability
- D. Security

IBM eServer zSeries is known for persistent innovation in comparison to competitors, who like to state they are mainframe-like. For which of the following IBM eServer zSeries characteristics is HP most likely to state they are just as good?

Answer: A

---

**QUESTION 131:**

Which of the following operating systems is NOT 64-bit?

- A. z/VSE
- B. z/OS
- C. z/OS.e
- D. z/VM v5.1

Answer: A

---

**QUESTION 132:**

Refer to the Exhibit to answer the question.



When presenting an IBM eServer z890 solution, after explaining a need for currency in the operating system, and the new features and functions of newer IBM z890 technology, which of the following steps will help bring value to the new solution versus upgrading the customer's older technology?

A customer is currently running on an old Amdahl processor. The customer has been an Amdahl customer for years, and is looking to upgrade to provide additional capacity. He does not see any value in new technology and believes that "MIPS are MIPS". The current operation system OS/390 y2.9, is out of support.

A. Examine the current applications for opportunity for new workload, and/or use of Linux, IFL, and/or zAAP.

B. Suggest an alternate platform to move the workload, which would offer supported processing capacity.

Refer to the Exhibit to answer the question.

When presenting an IBM eServer z890 solution, after explaining a need for currency in the operating system, and the new features and functions of newer IBM z890 technology, which of the following steps will help bring value to the new solution versus upgrading the customer's older technology?

C. Perform an in-depth analysis of technology, proving to the customer that "MIPS are not MIPS", and technology has changed.

D. Evaluate whether a used IBM alternative might offer a better solution.

Answer: A

---

### **QUESTION 133:**

Which of the following is a requirement for Certkiller .com to qualify for WLC?

A. z/OS running in 64-bit in all LPAR

B. OS/390 V2.10 running on z hardware

C. At least 1 LPAR running z/OS

D. z/OS running in 31- or 64-bit in all LPAR

Answer: A

---

### **QUESTION 134:**

Not all software on z/OS is on a monthly license charge. Which of the following pricing models is used for the other software products?

- A. zELC
- B. PSLC
- C. PPA
- D. IPLA

Answer: D

---

**QUESTION 135:**

SCSI disks using Fiber Channel Protocol (FCP) are supported by which of the following IBM eServer zSeries operating system environments?

- A. z/OS
- B. Linux for zSeries
- C. z/VM with a z/VSE guest
- D. z/VSE

Answer: B

---

**QUESTION 136:**

Certkiller .com is installing their first IBM eServer zSeries 890 server and first FICON devices. They previously had an IBM 9672-G4 server installed. Which of the following unique services, which did not have to be considered previously, will the customer need to consider?

- A. Cooling
- B. Cabling
- C. Software
- D. Raised floor

Answer: B

---

**QUESTION 137:**

Which of the following statements best describes Certkiller .com'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. "We are on older technology. I know that getting up to date will help us improve on our customer satisfaction."
- C. "Our outage window is one weekend a month. I cannot afford to have the system down any additional time."
- D. "I cannot get the payroll done in time each month, and it is costing me dearly in penalties."

Answer: D

---

**QUESTION 138:**

Certkiller .com is acquiring a competitor and needs to merge the data centers. Neither company has ever bought a new server and each company only has one server. Combining the two servers into one will require more capacity than a used server could provide. The options are either two servers within the merged data center or a new IBM eServer z990 server. How should the zSeries Sales Specialist help the customer overcome the perceived risk of a new server and install the IBM z990?

- A. Convince the customer that the two used servers are the best but most expensive solution, and that the one new server will avoid additional costs.
- B. Convince the customer that the IBM z990 is a low risk solution with customer references.
- C. Convince the customer that a new data center would be needed to fit the two servers.
- D. Convince the customer that most of the bugs have been worked out of the IBM z990, since it has been in the market for over a year.

Answer: B

---

**QUESTION 139:**

Who among the following does NOT provide Certkiller .com with technical resources?

- A. Tivoli Professional Consulting
- B. IGS
- C. IBM Business Partner
- D. IGF

Answer: D

---

**QUESTION 140:**

Certkiller .com has built their IT environment over the last few years. Now they want to lease a new IBM eServer zSeries as well as their existing equipment. Which of the following options should the zSeries Sales Specialist offer the customer?

- A. IGS contract with Sell and Lease Back option
- B. IGF contract with Sell and Lease Back option
- C. Bank finance for existing equipment and a new IGF lease
- D. Nothing; this is not a possibility

Answer: B