



**000-427**

**IBM System z Solution Sales V3**

**Exam number/code:** 000-427

**Exam name:** IBM System z Solution Sales V3

**Questions & Answers:** 47 Q&A

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**Exam: 000-427 Certification Questions & Answers**

**Question 1:**

A business partner and IBM services both have identified an opportunity for a implementation services contract at a z10 customer. The Sales Specialist must resolve this situation before it comes to the customer team attention. Which of the following directions addresses the situation?

- A. Let both IBM services and the business partner propose their service contract to the customer.
- B. IBM services should present their contract, it is an IBM account.
- C. Any business partner must be allowed to present their contract as they are an independent business
- D. Both parties should discuss the situation and it must be resolved before presenting to the customer.

**Answer: D**

**Question 2:**

A Customer needs to use FICON channels connected to an ESCON Director (FCV) on a 2094. Which of the following meets this need?

- A. 2094 does not support FCV
- B. FICON Express LX
- C. FICON Express2 LX
- D. FICON Express4 LX

**Answer: B**

**Question 3:**

A prospect with a large Windows server farm uses redundant servers to provide selected HA applications. Which of the following provides z10 HA?

- A. GDPS
- B. ParallelSysplex
- C. z/VM logical redundant servers
- D. z10 hot pluggable components

**Answer: B**

**Question 4:**

Which of the following tools would an IBM Business Partner Sales Specialist use to configure the customer software environment?

- A. IBMzPSG
- B. IBMzPCR
- C. IBMeConfig
- D. IBM CFSW

**Answer: D**

**Question 5:**

Which of the following software pricing models would be most suitable for the operating system when running SAP R/3 on a dedicated IBM System z?

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

**Answer: B**

**Question 6:**

A new Controller at an older but supported level mainframe customer contacts the System z Sales Specialist. The controller is very disappointed with the overall performance of the existing equipment. They have discovered users who cannot use the systems due to resource constraints. Which of the following actions will address this situation?

- A. Run CP3000
- B. Upgrade to current level OS
- C. Propose a services contract to tune the existing system and establish the system requirements
- D. Run a sample of the System p AIX workload in an LPAR to establish the total system requirements

**Answer: D**

**Question 7:**

A current 2084 A08 304 customer intends on getting off of the mainframe in the next year by moving applications to a distributed environment. Today they are running at 98% capacity and

think they will grow at least 10% before year end. What is the best solution for this customer.

- A. Move to the new System z10 BC which is smaller than the 2084 and allow for software savings and provide a way to downgrade using capacity settings.
- B. Add an engine to the existing machine so they can turn it on right away.
- C. Upgrade to a z10 EC and use capacity settings to downgrade as needed and get some IBM software savings.
- D. This is really not a customer the Sales Rep would want to deal with since there is no long term potential, but should suggest outsourcing as a viable option.

**Answer: C**

**Question 8:**

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

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

**Answer: D**

**Question 9:**

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

**Answer: C**

**Question 10:**

What is the advantage of dynamic oscillator switchover?

- A. Allows the backup oscillator to detect the failure, switch over and provide redundant power capabilities.
- B. Allows the backup oscillator to detect the failure, switch over requiring only an IPL instead of a full Power on Reset.
- C. Allows the backup oscillator to detect the failure, switch over, and provide the clock signal to the server transparently.
- D. Supports enhanced availability for z890, z900, and z9

**Answer: C**

**Question 11:**

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 12:**

A customer is planning to install a z10 EC server. They are concerned about the number of available FICON I/O feature ports. Which of the following describes the availability?

- A. Up to 336 FICON Express2, up to 336 FICON Express4
- B. Up to 12 FICON Express2, up to 12 FICON Express4

- C. Up to 24 FICON Express2, up to 24 FICON Express4
- D. Up to 12 FICON Express2, up to 336 FICON Express4

**Answer: A**

**Question 13:**

A prospect with a large number of Windows servers distributed across the globe is considering migrating to single System z. The customer is very concerned with the rapid growth of his

Windows support staff, and the space used by the servers in the various locations. Which of the following is likely to provide long term justification in this scenario?

- A. T Reduced Footprint size at the central location
- B. Technical skill requirements
- C. Power requirements
- D. High Availability

**Answer: B**

**Question 14:**

A customer is running two independent IBM z10s. They are introducing new critical applications and need to do data sharing between the two systems without increasing the number of servers. Which of the following IBM z10 features will the customer need?

- A. ICF
- B. IFL
- C. CF
- D. HiperSockets

**Answer: A**

**Question 15:**

A System z customer has a new CIO. The CIO is concerned about continuing operations and recovery following a catastrophe. Which of the following addresses this issue?

- A. GDPS
- B. TAM
- C. DR
- D. WAS

**Answer: A**

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