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Exam : **C9030-633**

Title : IBM z Systems Solutions Sales V7

Version : DEMO

1.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

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

2.A customer is complaining about the perceived DB2 high MLC costs, and is considering offloading DB2 from the mainframe to distributed systems.

What is thefirststep the marketing team should take?

A. Agree with the customer and work with the IBM Systems group to create a discount.

B. Propose IBM DB2 Solution Edition.

C. Propose a migration of DB2 for z/OS to Linux on z Systems to lower the software costs.

D. Check whether or not the client is leveraging specialty processors such as zIIPs.

Answer: D

3.A z Systems government client is out of capacity on their installed z196. They anticipate a

10% annual growth rate in their DB2 workload over the next three years. The procurement process is complex, but they have budget money available now for a processor upgrade to z13. Unfortunately, their ongoing software costs are a concern.

Which recommendation will best meet this client's needs?

A. Purchase the capacity needed for the current workload and add the CBU feature to handle the anticipated future growth.

B. Purchase enough capacity to meet the current need and then purchase additional capacity increments later as the workload grows.

C. Purchase enough capacity to meet the anticipated future need, but activateonly what is needed today. Activatethe additional capacity later as the workload grows.

D. Purchase the capacity needed today and add the On/Off Capacity on Demand feature with post-paid tokens to provide the additional capacity required as the workload grows.

Answer: C

4.A potential z Systems customer has 80 front-end web servers to be consolidated.

Which of the following information is essential for the z Systems seller to evaluate the capacity of the existing systems environment?

A. Server specifications SAP Insight Architecture diagram

B. Server specifications Inventory report SMF output

C. Server specifications Inventory report CPUMON output

D. Server specifications Workload descriptions Capacity and performance utilization

Answer: B

5.A customer is interested in consolidating more of their x86 applications on z Systems. They understand the benefits, but are concerned about cost.

TCA = Total cost of Acquisition

TCO = Total cost of Ownership over 3 years

What should the seller emphasize?

A. Although the TCO may be higher than competitors, the TCA may be lower.

B. Although TCO may be lower than competitors, the software costs may be higher.

C. Although the TCA and software costs may be lower than competitors, the energy costs may be higher.

D. Although the TCA may be higher than competitors, the TCO may be lower.

Answer: B