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Exam : **000-425**

Title : IBM System z Solution Sales

Version : DEMO

1. 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

2. Which of the following statements best describes a customer'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. "I cannot get the payroll done in time each month, and it is costing me dearly in penalties."

C. "Our outage window is one weekend a month. I cannot afford to have the system down any additional time."

D. "We are on older technology. I know that getting up to date will help us improve on our customer satisfaction."
Answer: B

3. A customer has an older mainframe installed and is considering moving to a new z9. The IT Director asks the System z Sales Specialist for reasons to move to the z9. Which of the following is exclusive to the z9?

A. Server Time Protocol

B. Multiple Logical Channel Subsystem

C. Multiple Subchannel Sets

D. System Managed CF Structure Duplexing
Answer: C

4. A System z competitor has announced their potential entry into the mainframe market. It further claims that their system can run z/OS. What should the sales rep make sure the customer understands.

A. z/OS can only run on IBM mainframe systems.

B. Customer should verify the system will also run z/VM and Linux.

C. Programs such as OS/390 and z/OS are licensed for use only on Designated Machines, subject to IBM licensing terms.

D. Programs such as OS/390 and z/OS must be demonstrated to run on Designated Machines, subject to IBM System z Technical Specialist approval.
Answer: C

5. A company is running many small applications, each on their own Intel server with the Linux operating system. They would like to consolidate the servers but maintain the flexibility to scale as business grows. Which of the following describes the characteristics of z9 virtualization to address this issue?

A. A virtual machine may use as little as 1/10,000th of a physical processor.

B. A virtual machine may use as little as 1% of a physical processor.

C. A virtual machine may use as little as 10% of a physical processor.

D. A virtual machine may use any percentage of a physical processor.
Answer:A