

PremiumVCEdump

PremiumVCEdump

> Contact Us

Login / Register

Search...



HOME

ALL VENDORS

GUARANTEE

FAQ

TESTIMONIALS

CART (0)

Pass Your Next Certification Exam Fast!

Everything you need to prepare, learn & pass your certification exam easily.

365 days free updates. First attempt guaranteed success.

Try **Desktop Test Engine** before you buy

Instant Download

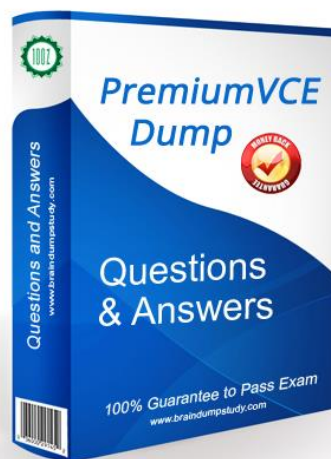


After Payment, our system will send you the products you purchase in mailbox in a minute after payment. If not received within 2 hours, please contact us.

365 Days Free Updates



Free update is available within 365 days after your purchase. After 365 days, you will get 50% discounts for updating.



Money Back Guarantee

Full refund if you fail the corresponding exam in 60 days after purchasing. And Free get any another product.



Security & Privacy

We respect customer privacy. We use McAfee's security service to provide you with utmost security for your personal information & peace of mind.

<http://www.premiumvcedump.com/>

High-Quality Certification Exam Premium VCE Braindumps materials

Exam : C4070-603

Title : IBM System z Solution Sales V6

Vendors : IBM

Version : DEMO

NO.1 A customer requested System z software details and pricing. Which IBM tool would be utilized to configure the software products?

- A. zPCR
- B. zIAW
- C. eConfig
- D. CFSW

Answer: D

NO.2 A customer recently ordered a zEnterprise with a zBX. Which of the following is the best action the sales specialist could take to ensure the customer is satisfied with the new zBX?

- A. Propose a Fit For Purpose Study
- B. Schedule an implementation planning meeting
- C. Propose Extended Warranty Contract for the zBX
- D. Propose an Early Ship Program (ESP) for running their AIX applications

Answer: B

NO.3 Which of the following is a key benefit to customers who deploy zEnterprise compared to other solutions?

- A. Virtualization and hardware management across multiple platforms
- B. A management solution that provides support across multiple x86 hypervisors.
- C. A management solution for the complete multi-vendor infrastructure within a datacenter.
- D. A hypervisor infrastructure that allows movement of an application online between different architectures.

Answer: A

NO.4 A customer is considering Linux solution. There are several competitive solutions under consideration.

The System z sales specialist is considering System z Solution Edition for Enterprise Linux or an IBM

Enterprise Linux Server. Which of the following is included in these offerings?

- A. Predefined hardware, software, services
- B. Predefined hardware, Linux subscription, and Linux services
- C. IBM middleware, Extended Warranty, VMControl
- D. RACF, zAAP, DirMaint

Answer: A

NO.5 A System z Sales Specialist is preparing a proposal for a z10 customer for a potential upgrade to

zEnterprise system. They need to propose a z196 model with 20% growth to the existing capacity. How

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

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

Answer: C