



**Sample test for C9030-633
IBM z Systems Solution Sales V7**

1. What software pricing option should be considered for a z/OS environment on a standalone zBC12?

- A. PSLC
- B. AEWLC
- C. IPLA or EWLC
- D. VWLC and ELA

2. A customer has a need for 28 ESCON channels on a z13.

Which of the following would allow this customer to migrate to the latest z Systems model?

- A. Implement OSA-Express5S emulation
- B. Implement FICON in ESCON Compatibility Mode
- C. Implement Optica Prizm FICON to FICON conversion technology
- D. Implement ESCON by carrying over cards from existing machine

3. Which hardware feature can be used on z Systems to improve security in customer applications?

- A. CBU
- B. RACF
- C. Kerberos
- D. Crypto cards

4. A customer is considering an additional disk subsystem. The customer must have high performance, high capacity, high reliability, secure storage systems for their new z13 running z/OS.

Which of the following IBM storage solutions should be proposed?

- A. XIV
- B. DS8870
- C. DS6000
- D. Storwize V7000

5. A new customer wants clarification on how z Systems provide the most efficient scale-up design versus distributed systems in a very large complex environment.

Which of the following is the most complete response about the efficiency of z Systems scale-up design?

- A. The z13 has the fastest CPs in the industry.
- B. z/OS supports up to 64 CPs within a single image.
- C. z Systems allow workload balancing between LPARs.
- D. z Systems support the widest range of capacity settings without external communications between separate servers.

6. Which of the following offerings turns on z Systems capacity permanently?

- A. CPE
- B. CIU
- C. CBU
- D. OOCOD

7. Which of the following is an accurate comparison of z/VM to PowerVM?

z/VM provides virtualization technologies on z Systems, while PowerVM provides virtualization technologies:

- A. for AIX servers.
- B. on HP-UX servers.
- C. on Windows servers.
- D. on Oracle Solaris servers.

8. Which of the following will provide High Availability for a z/VM and Linux environment on z Systems?

- A. IBM Systems Director for Linux
- B. IBM Wave for z/VM
- C. Single System Image with Live Guest Relocation
- D. z/VM manageability access points (zMAP)

9. In addition to the memory that a customer purchases and configures for use by their LPARs, the z Systems servers now come with a standard fixed amount memory to support the Hardware System Area (HSA) at no additional charge.

The customer is concerned about whether the HSA will be large enough to support the very large, complex I/O configuration in their Disaster Recovery environment and wants to know how much HSA will be available on their new z13.

Which of the following is the correct HSA for the z13?

- A. 32 GB
- B. 16 GB
- C. 96 GB
- D. 64 GB

10. In order to enhance the z Systems Continuous Availability environment, which of the following actions is most effective?

- A. Identify and remove single points of failure.
- B. Limit data center access to operations staff only.
- C. Add additional capacity to the existing hardware platform.
- D. Engage consulting engineers to manage the environment.

11. Which of the following actions will help justify the cost of business resiliency to a customer?

- A. Perform a RACEv study.
- B. Schedule a Scorpion study.
- C. Engage Techline for a zSCON analysis.
- D. Conduct an IBM business impact analysis.

12. Which z/OS component uses master keys to protect keys that are associated with cryptographic hardware features on z Systems?

- A. SAF
- B. ICSF
- C. SMP/E
- D. z/OS Comm Manager

13. Which product provides IaaS (Infrastructure as a Service) for the z Systems platform?

- A. CSL Wave
- B. CloudBurst
- C. SmartCloud
- D. CloudReady

14. From an operations standpoint, what differentiates Linux on z Systems Cloud from distributed solutions?

- A. It runs thousands of Linux images on a single server.
- B. It automates and manages virtualization of servers across multiple instances.
- C. It extends work flows to include end-to-end business process automation scenarios.
- D. It automates complex provisioning tasks across servers, networks, and applications.

15. A managed service provider delivers several data mining, ERP, and database applications based on z/OS and Linux for multiple customers. The provider is migrating its system to a Cloud environment.

Why is z Systems Cloud a **uniquely** appropriate choice for this customer?

- A. It can be managed in a single console.
- B. It provides scalability for the applications.
- C. It handles diverse workloads in a single hardware architecture.
- D. It reduces the cost of operations for the entire system.

16. A DB2 for z/OS customer wants to reduce the number of times the DB2 for z/OS data is copied and off-loaded into data marts to perform analytics for a specific business function. They also need to add data from other sources for a complete business evaluation.

What is the best solution to discuss with the customer?

- A. IBM DB2 for Linux on z Systems with BLU Acceleration
- B. IBM DB2 for Linux on z Systems with IBM Cognos Business Intelligence
- C. IBM DB2 Analytics Accelerator with the High Performance Storage Saver
- D. IBM DB2 Analytics Accelerator with the IBM DB2 Analytics Accelerator Loader for z/OS

17. Which use case can be addressed by the IBM DB2 Analytics Accelerator for z/OS?

- A. Traditional business intelligence
- B. Automating next-best-action decisions
- C. Traditional online transaction processing
- D. Accelerating massive data inserts and updates

18. A customer is interested in adopting IBM's Business Analytics portfolio to advance their corporate decision support system. The customer is reluctant to commit to purchase, but is willing to evaluate a solution on a small scale, in a pilot study with defined entry and exit criteria. The study results would be used to influence and accelerate a z Systems revenue opportunity.

Which course of action should be recommended?

- A. Try and Buy
- B. Proof of Concept
- C. Technology Briefing
- D. Hands-on workshop

19. A z Systems customer is about to make a decision about where to host analytics workloads. They are concerned about the initial costs.

The IBM sales representative has two weeks to prove z Systems cost and value advantages on analytics.

The customer has requested an on-site initial briefing and is considering off-loading its OLTP to an x86 platform.

Which resource should the sales representative engage?

- A. Scorpion Study
- B. RACEv Study
- C. Eagle Study
- D. Zodiac Study

20. A customer is trying to cut costs. The customer believes migrating from their mainframe to a distributed architecture would result in an immediate cost savings.

Their IBM sales representative is preparing a proposal that would leverage the existing z Systems with a DB2 Analytics Accelerator for z/OS to accelerate existing DB2 queries. If the platform is removed, there would be no opportunity to use analytics on it.

Which option would best address and protect the installed base?

- A. Engage a Total Cost of Ownership Subject Matter Expert.
- B. Eliminate optional z/OS features to reduce the number of MSUs.
- C. Partner with the software representative and ask for a SW pricing review.
- D. Show the immediate SW savings due to the DB2 Analytics Accelerator acceleration.

Answer Key

1. B
2. C
3. D
4. B
5. D
6. B
7. A
8. C
9. C
10. A
11. D
12. B
13. D
14. A
15. C
16. D
17. A
18. B
19. C
20. A