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Exam : **C9030-633**

Title : **IBM z Systems Solutions Sales
V7**

Vendor : **IBM**

Version : **DEMO**

NO.1 A customer is considering consolidation of numerous x86 based Linux servers to z/VM and Linux on z Systems.

Which processor type(s) would provide the most efficient cost for the customer?

- A. IFLs, CPs, and ICFs
- B. IFLs and CPs
- C. IFLs only
- D. IFLs, CPs, and zIIPs

Answer: A

NO.2 What are four types of Cloud deployment?

- A. Private Hosted Shared Public
- B. IaaS PaaS SaaS BPaaS
- C. IaaS Private SaaS Public
- D. SmartCloud Enterprise SmartCloud Enterprise + Managed Shared

Answer: B

NO.3 A customer with a small subcapacity model z13 402 is thinking about moving distributed Linux applications onto their existing mainframe. The customer seems hesitant, because they believe the reduced capacity processors may negatively influence Linux performance.

What would be the appropriate argument for a Linux on z Systems solution?

- A. Specialty engines (e.g. IFLs) operate at full speed and are therefore not affected by the subcapacity setting.
- B. The customer should think about moving to a full capacity model with more than one CP drawer as Linux on z Systems requires fast processors and a large memory configuration.
- C. The Large Memory option compensates for the reduced processor speed.
- D. Linux on z Systems benefits mainly from other factors, such as memory affinity and improved instruction pipes and is therefore not dependent on processor speed.

Answer: A

NO.4 A z Systems customer is required to meet more demanding service level agreements because of new industry regulations. During peak transaction paging spikes, they are concerned about their application availability and rapid diagnostic data collection from failures.

Which z Systems feature will address the customer's concerns?

- A. IBM zAware
- B. Flash Express
- C. Forward Error Correction
- D. Simultaneous Multithreading

Answer: A

Reference:<http://www.newera.com/INFO/zAware.pdf>

NO.5 An existing z Systems banking customer is considering a deployment of a new anti-fraud banking application on z/OS running on a zEC12. There are a few competitive solutions also under consideration.

Which of the following is a compelling TCO proposition to deploy the workload on z Systems?

- A. CMP (Country Multiplex Pricing)
- B. Mobile Workload Pricing for z/OS
- C. z Systems Flexible MIPS Bank
- D. zCAP (Collocated Application Pricing)

Answer: D

NO.6 A new customer asks the z Systems sales professional to explain how IBM provides investment protection for their z Systems hardware.

Which of the following responses is correct regarding investment protection for the hardware?

- A. Latest generation z Systems processors reuse n-2 version of I/O and memory cards.
- B. Applications developed for System/360 are binary-compatible with today's z/Architecture.
- C. z Systems customers can upgrade their n-2 systems to latest generation systems.
- D. z Systems servers are used by more Fortune 500 customers than any other systems.

Answer: C

NO.7 A prospective customer in the financial industry requires a data warehousing solution that is reliable, scalable, and secure.

They want to consolidate some applications to achieve a more cost effective IT infrastructure. The sales representative envisions z Systems as a possible solution.

To propose a competitively priced solution, which type of study will help the customer understand the Total Cost of Ownership (TCO)?

- A. IBM Business Value study
- B. IBM RACEv study
- C. IBM zPCR study
- D. IBM Eagle study

Answer: D