

**IBM 000-Z03**

**zEnterprise Solution Sales Update Mastery**  
Version: 4.0

**QUESTION NO: 1**

A customer has several multi tier applications deployed on competitive platforms, including some large Linux applications, Unix and Windows, and is experiencing problems with managing the environment and growth. The customer does not have any mainframe experience. Which one should be our initial offering to help the customer solve the infrastructure management problem?

- A. TCO study to consolidate on Linux for System z
- B. Workload Assessment Study to verify applicability of zEnterprise
- C. zEnterprise System with Linux on System z, Windows on zBX, Tivoli products, and services
- D. zEnterprise System with z/OS and DB2, Linux and Windows on zBX, Tivoli products, and services

**Answer: B**

**Explanation:**

**QUESTION NO: 2**

A customer has identified their workload requirements for a replacement processor and the configuration and workload estimated with appropriate planning tools. The sizing has been completed. The CIO is considering a three year plan for this upgrade. The CIO is asking the sales specialist advice on the planning horizon. Which of the following capabilities allow customers to better manage their planning horizon considering cost and growth?

- A. Granularity and Capacity on Demand
- B. Specialty Engines and Linux
- C. IBM Smart Cloud and CloudBurst
- D. Plan Ahead Capacity and CBUW

**Answer: A**

**Explanation:**

**QUESTION NO: 3**

Client has a large z990, large memory and multiple I/O channels and ports that they want to upgrade to z196 shortly. Which of the following options will achieve this result at lowest cost?

- A. z990 MES to interim z10 EC then MES z10 to z196
- B. Direct MES upgrade to a z196
- C. Upgrade to z9 EC and then to z196
- D. New z196 and with new memory and upgraded I/O