IBM

Exam C9030-633

IBM z Systems Solutions Sales V7

Version: 6.0

[Total Questions: 74]

Question No : 1

A customer is running on n-2 (two generations old) z Systems technology and still has 18 months remaining on their machine lease. There are no immediate capacity needs to do an upgrade.

What would be the best action the sales specialist could take to win a sale?

A. Present an unsolicited proposal for current technology with additional capacity as an incentive.
B. Do a technical briefing for the customer on the new features and performance benefits of current technology.
C. Create a business case to show technical and financial justification for an early upgrade.
D. Allow the lease to get within six months of expiration before presenting a new upgrade proposal.

Answer: B

Question No : 2

Users find z/OSMF useful in performing a variety of z/OS system management tasks.

Which statement identifies typical uses for z/OSMF?

A. Live relocation of jobs between LPARs while they are actively running.
B. Management of all attached disk storage including FCP attached disk to minimize frequent monitoring tasks.
C. Viewing, defining, and updating policies that affect system behavior and managing z/OS software.
D. CPU Pooling to enable more cost-effective software pricing.

Answer: C
Reference:http://www-03.ibm.com/systems/z/os/zos/features/zosmf/

Question No : 3

In an analytic environment, which process touches outside data sources, manipulates the data to fit operational needs, and makes the data available to the data warehouse?

A. Extract/ Transport/ Load
B. Enhance/ Transform/ Load
C. Extract/ Transform/ Load
D. Encode/ Transform/ Load

Answer: C

Question No : 4

Which of the following is a System of Engagement?

A. CICS Mobile Feature Pack and Mobile Extension
B. IBM MobileFirst Platform
C. IBM DataPower
D. WebSphere Liberty Profile z/OS Connect

Answer: C

Question No : 5

Which of the following is a Continuous Availability Solution for planned and unplanned outages?

A. GDPS / MzGM
B. GDPS / PPRC
C. GDPS / Global Mirror
D. GDPS / XRC

Answer: A
Reference:http://www-03.ibm.com/systems/z/advantages/gdps/offerings/

Question No : 6

A z Systems customer wants to integrate data stored on DB2 for z/OS with external sources hosted on distributed platforms to perform business analysis with the lowest possible latency. The customer is also concerned about the costs associated with the processing of analytical workloads on z Systems.

Which option satisfies the customer requirements?

A. Offload DB2 for z/OS data to distributed platforms to avoid additional processing costs on z Systems.
B. Offer IBM DB2 Analytics Accelerator for z/OS along with IBM DB2 Analytics Accelerator Loader for z/OS.
C. Integrate data coming from DB2 for z/OS and external sources into DB2 BLU on Linux on z Systems.
D. Build ETL processes to extract data from external sources and integrate them with data residing on DB2 for z/OS.

Answer: A

Question No : 7

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

Question No : 8

Which of the following is a key security differentiator of z/OS compared to other server operating systems?

A. LDAP provides end-to-end security.
B. IBM Operations Manager provides the highest level of z Systems security.
C. Tivoli Access Manager (TAM) provides z/OS security.
D. RACF provides end-to-end security.

Answer: D

Question No : 9

A customer has multiple platforms to host the individual components of an end-to-end workload or business process. These platforms are connected but are not well integrated, flexible or aligned to meet the customer's service level objectives.

Which product delivers an integrated management portal that brings consistent, automated and reliable service delivery in a single system view?

A. IBM Cloud Manager with OpenStack
B. IBM Wave
C. IBM Tivoli System Automation
D. IBMzManager

Answer: D
Reference:http://www-
03.ibm.com/systems/z/hardware/zenterprise/unifiedresourcemanager.html

Question No : 10

What are the three strategic virtualization platforms on z Systems?

A. PR/SM, z/VM, and KVM
B. KVM, PowerVM, and PR/SM
C. z/VM, KVM, and VMware
D. PR/SM, z/VM, and VMware

Answer: A
Reference:http://www-
01.ibm.com/common/ssi/ShowDoc.wss?docURL=/common/ssi/rep_ca/1/897/ENUS215-
261/index.html&request_locale=en

Question No : 11

A customer has a z13 machine with CPACF feature installed on the machine. They want to add Trusted Key Entry Workstation to support a new security project.

Which z13 feature card is required to support this requirement?

A. OSA Express5S 1000BaseT
B. FICON Express16S
C. Crypto Express5S
D. OSA Express5S 10GB

Answer: C
Reference:http://www.redbooks.ibm.com/technotes/tips1257.pdf(page 6)

Question No : 12

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