

Exam 000-427 study material

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Free 000-427 Exam Preparation Questions

Exam 000-427: IBM System z Solution Sales V3

Question: 1

Which of the following is an IBM Reference Architecture?

- A. Business Continuity
- B. System z10 BC
- C. BRCS
- D. GDPS

Answer: A

Question: 2

A university physics department issues a RFP for a large system for research purposes. The System z Sales Specialist has never met this group previously. Which of the following describes the likely financial justification process?

- A. The department will conduct a study of all the operating systems available
- B. The department will compare distributed, clustered, and centralized implementations and decide based on TCA
- C. The department will compare communication sub systems, and LAN topologies between all vendors
- D. The department will purchase a system to meet performance needs at the best price and consider the total cost of ownership

Answer: B

Question: 3

When discussing the flexibility of System z family of servers with a prospective customer, which of the following is a key aspect?

- A. Binary compatibility between servers
- B. Hot pluggable processor and memory boards
- C. Consistent CoD features with entire family
- D. Ability to interchange features between systems

Answer: A

Question: 4

A z10 customer has just acquired another company and the CFO wants it assimilate the new IT operations. Which of the following is critical information in assessing this opportunity?

- A. Relative size, and skill of the both IT staffs
- B. Project budget
- C. system type, operating system and applications
- D. Five year combined IT plan

Answer: C

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