

**Exam : IBM 000-600**

**Title : System z Solution Sales V4**

**Version : Demo**

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1. The Solution edition for Data Warehousing includes which of the following components?

- A. Foundational z/OS and DB2 for z/OS software to deploy a warehousing database on z/OS
- B. DB2 for Linux on System z with Partitioning feature
- C. Information Management software and OPTIM Data Privacy Solution
- D. A pre-defined hardware configuration of 2 general processors and 2 zIIPs with 16 GByte of memory for LPAR definition

**Answer: A**

2. 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**

3. A prospective manufacturing customer with an existing complex environment is requesting a proposal for a TSM data management solution. What should be the first step taken to validate the customer's project?

- A. Perform a TSM benchmark
- B. Verify funding
- C. Contact the IBM Software Sales Professional
- D. Survey customer's current environment

**Answer: C**

4. A customer has a defined policy of deploying new applications on distributed platforms. The customer feels these platforms are "good enough" and less costly than their mainframe. A new, WebSphere-based, mission-critical core application is under development and the customer has asked for price quotes on the infrastructure for its deployment.

Which of the following meets these needs?

- A. System z Solution Edition for WebSphere

- B. System z Solution Edition for DB2 and System z Solution Edition for WebSphere
- C. System z Solution Edition for Cloud Computing and System z Solution Edition for Application Development
- D. System z Solution Edition for DB2 and POWER6 servers for the application tier

**Answer: A**

5. What determines whether a special bid is eligible for Solution Edition pricing?

- A. The bid includes incremental new workload representing growth on the platform and the business situation requires a bottom line price.
- B. The bid requires a bundled solution including hardware, software, maintenance and education.
- C. The competitive context demands a bottom line price which can be met by adding the solution to an existing LPAR.
- D. The bid includes incremental new workload on a shared outsourced machine providing a lower TCA.

**Answer: A**

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