

000-427 braindumps IBM IBM certifications III

000-427: IBM System z Solution Sales V3

Practice Exam: 000-427 Exams

Exam Number/Code: 000-427

Exam Name: IBM System z Solution Sales V3

Questions and Answers: 47 Q&As

([IBM certifications III](#))



"IBM System z Solution Sales V3", also known as 000-427 exam, is a IBM certification. With the complete collection of exam questions, Just4Study has assembled to take you through 47 Q&As to your 000-427 exam preparation. In the 000-427 exam resources, you will cover every field and category in IBM Certification helping to ready you for your successful IBM Certification.

Exam : [000-427](#)

The exam questions cover the latest real test and with all the correct answer. we promise the Q&A for IBM IBM certifications III 000-427 (IBM System z Solution Sales V3) examination of original title complete coverage. 000-427 exam questions help you pass the exam.

Just4Study 000-427 Feature:

* High quality - High quality and valued for the 000-427 Exam: 100% Guarantee to Pass Your 000-427 exam and get your IBM certifications III certification.

* Authoritative - Authoritative braindumps with complete details about 000-427 exam.

* Cheaper - Our Just4Study products are cheaper than any other website. With our completed IBM certifications III resources, you will minimize your **IBM IBM certifications III** cost and be ready to pass your 000-427 exam on Your First Try, 100% Money Back Guarantee included!

* Free - Try free IBM certifications III demo before you decide to buy it in <http://www.Just4Study.com>.

Just4Study Guarantee:

Just4Study provides the most competitive quality of all exams for the customers, we guarantee your success at the first attempt with only our Certification Question&Answers, if you do not pass the 000-427 exam at the first time, we will not only arrange FULL REFUND for you, but also provide you another exam of your claim, ABSOLUTELY FREE!

Free 000-427 Demo Download

Just4Study offers free demo for IBM certifications III 000-427 exam (IBM System z Solution Sales V3). You can check out the interface, question quality and usability of our practice exams before you decide to buy it. We are the only one site can offer demo for almost all products.

The Questions & Answers cover the latest real test and with all the correct answer.we promise the Q&A for **IBM IBM certifications III 000-427** examination of original title complete coverage.000-427 Questions & Answers help you pass the exam. Otherwise,we will give you a full refund.

VUE/Prometric Code: 000-427

Exam Name: IBM System z Solution Sales V3(IBM certifications III)

Questions and Answers: 47 Q&A

[IBM 000-427](#) Test belongs to one of the IBM certifications III certified test, if needs to obtain the IBM certifications III

certificate, you also need to participate in other related test, the details you may visit the [IBM certifications III](#) certified topic, in there, you will see all related IBM certifications III certified subject of examination.

Just4Study professional provide IBM certifications III 000-427 the newest Q&A, completely covers 000-427 test original topic. With our complete IBM certifications III resources, you will minimize your IBM certifications III cost and be ready to pass your 000-427 tests on Your First Try, 100% Money Back Guarantee included!

Just4Study Help You Pass Any IT Exam

Just4Study.com offers incredible career enhancing opportunities. We are a team of IT professionals that focus on providing our customers with the most up to date material for any IT certification exam. This material is so effective that we Guarantee you will pass the exam or your money back.

Exam : IBM 000-427

Title : IBM System z Solution Sales V3

1. A z10 customer has numerous Unix servers, a large number of Windows servers, and an unidentified number of small department servers that were acquired outside of IT influence. The CIO wants to know how much they are currently spending on IT company wide and determine if software licenses are managed correctly.

Which of the following approaches would provide that information?

- A. Perform a TCO analysis
- B. An internal review, department by department
- C. Review of all department expense items
- D. Interview all department heads

Answer: B

2. A System z customer is very interested in OOCoD to handle future needs.

Which of the following describes the order process?

- A. The CIU contract and OOCoD appendix are signed and, if needed, the OOCoD Capability Feature is ordered. A single OOCoD order is placed that reflects the original and anticipated CPs required.
- B. The CIU contract and OOCoD appendix are signed and, if needed, the OOCoD Capability Feature is ordered. Customer enrolls in ResourceLink. When needed, the customer orders a CIU OOCoD.
- C. The CIU contract and OOCoD appendix are signed and, if needed, the OOCoD Capability Feature is ordered. Two MESs are ordered. The first reflects the original CPs needed and the second reflects the total CPs needed.
- D. The CIU contract and OOCoD appendix are signed and, if needed, the OOCoD Capability Feature is ordered. A single OOCoD order is placed for the original CPs needed. A second OOCoD order is placed when the need arises.

Answer: B

3. A new Controller at an older but supported level mainframe customer contacts the System z Sales Specialist. The controller is very disappointed with the overall performance of the existing equipment. They have discovered users who cannot use the systems due to resource constraints.

Which of the following actions will address this situation?

- A. Run CP3000
- B. Upgrade to current level OS
- C. Propose a services contract to tune the existing system and establish the system requirements
- D. Run a sample of the System p AIX workload in an LPAR to establish the total system requirements

Answer: D

4. A System z10 retail customer with home written Cobol applications is considering replacement of their older z/OS server with new technology. They do not believe a replacement would be less costly than keeping their current server.

Which of the following factors in z10 are relevant in convincing them otherwise?

- A. Application costs, z/OS maintenance, and floor space
- B. MSU software savings, hardware maintenance, software efficiency
- C. z/OS administration, hardware maintenance, and database costs
- D. Floor space, power and cooling, z/OS maintenance, and hardware maintenance

Answer: B

5. 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

6. The OSA-ICC is most similar in function to which of the following devices?

- A. 2074 Console Support Controller
- B. 2029 (DWDM) Dense Wavelength Division Multiplexer
- C. ESCON Director
- D. 37XX Communications Controller

Answer: A

7. A System z Sales professional has just begun discussions with a new prospective customer. Which of the following information is the most important at this step?

- A. Decision date
- B. Enterprise architecture
- C. Business issue
- D. Project budget

Answer: C

8. When trying to evaluate a customer's z/OS capacity requirements.

Which of the following IBM tools can perform capacity planning from customer SMF data?

- A. AD Tools
- B. CP3000
- C. LSPR
- D. zPCR

Answer: B

9. A prospect with a large number of Windows servers distributed across the globe is considering migrating to single System z. The customer is very concerned with the rapid growth of his Windows support staff, and the space used by the servers in the various locations.

Which of the following is likely to provide long term justification in this scenario?

- A. T Reduced Footprint size at the central location
- B. Technical skill requirements
- C. Power requirements
- D. High Availability

Answer: B

10. A Windows customer is considering migrating to a Z

Which of the following elements could be seen as a challenge?

- A. Security
- B. Virtualization
- C. Disaster Recovery (DR)
- D. Technical skills of existing staff

Answer: D

11. A System z customer has a new CIO. The CIO is concerned about continuing operations and recovery following a catastrophe.

Which of the following addresses this issue?

- A. GDPS
- B. TAM
- C. DR
- D. WASWArrialZ

Answer: A

12. What is the advantage of dynamic oscillator switchover?

- A. Allows the backup oscillator to detect the failure, switch over and provide redundant power capabilities.
- B. Allows the backup oscillator to detect the failure, switch over requiring only an IPL instead of a full Power on Reset.
- C. Allows the backup oscillator to detect the failure, switch over, and provide the clock signal to the server transparently.
- D. Supports enhanced availability for z890, z900, and z9WArrialZ

Answer: C

13. A current 2084 A08 304 customer intends on getting off of the mainframe in the next year by moving applications to a distributed environment. Today they are running at 98% capacity and think they will grow at least 10% before year end. What is the best solution for this customer.

- A. Move to the new System z10 BC which is smaller than the 2084 and allow for software savings and provide a way to downgrade using capacity settings.
- B. Add an engine to the existing machine so they can turn it on right away.
- C. Upgrade to a z10 EC and use capacity settings to downgrade as needed and get some IBM software savings.
- D. This is really not a customer the Sales Rep would want to deal with since there is no long term potential, but should suggest outsourcing as a viable option.WArrialZ

Answer: C

14. 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 ownershipWArrialZ

Answer: B

15. A System z10 customer is evaluating z/OS capacity requirements.

Which of the following IBM tools can perform capacity planning from customer SMF data?

- A. zPCR
- B. LSPR
- C. CP3000
- D. AD ToolsWArrialZX

Answer: C

[000-427 Braindumps](#)

Related 000-427 Exams

[000-100](#) ENTERPRISE TECHNICAL SUPPORT FOR AIX AND LINUX

000-330 *Power Systems Technical Support for AIX and Linux*

000-418 *IBM Websphere Datastage V.8.0*

000-101 *Virtualization Technical Support for AIX and Linux*

000-136 *Rational Application Developer v7*

000-210 *IBM Storage Networking Solutions,Version 4*

COG-480 *IBM Cognos 8 Planning Professional*

000-R18 *IBM SurePOS ACE V5 Technical Professional*

000-433 *IBM Tivoli Storage Manager V5.5 Implementation*

000-071 *ib m eserver x series technical principle v5*

000-019 *IBM Tivoli Network Manager IP Edition V3.8 Implementation*

COG-300 *IBM Cognos TM1 Analyst*

000-M22 *IBM Rational Application Developer Tech Sales Mastery V1*

000-M15 *IBM Rational Quality Mgt Technical Sales Mastery Test v1*

000-960 *IBM Storage Sales Exam*

000-046 *DOORS v9*

000-114 *Storage Implementation Entry/Mid Range DS Series*

000-432 *IBM Tivoli Storage Manager V5.5 Operator*

000-866 *ib m eserver iseries technical solutions design v5r3*

000-R13 *IBM Retail Enviroment for SuSELinux(IRES) Sales prof.*

Other IBM Exams

| | | | | | | | |
|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| <u>000-294</u> | <u>000-021</u> | <u>000-886</u> | <u>000-002</u> | <u>000-834</u> | <u>000-876</u> | <u>000-855</u> | <u>000-229</u> |
| <u>000-938</u> | <u>000-664</u> | <u>000-445</u> | <u>000-424</u> | <u>000-041</u> | <u>000-025</u> | <u>000-638</u> | <u>LOT-957</u> |
| <u>LOT-983</u> | <u>000-921</u> | <u>000-719</u> | <u>000-236</u> | | | | |