

Exam : **[IBM 000-600](#)**

Title : **System z Solution Sales V4**

Version : **Demo**

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