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000-G40

IBM

IBM SmartCloud Enterprise+ (SCE+) Sales Mastery Test

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QUESTION: 1
Which feature is a roadmap item for the SCE+ offering?

A. disaster recovery
B. virtual machine provisioning
C. hybrid cloud integration
D. iSeries operating systems

Answer: A

QUESTION: 2
How does a customer notify IBM of a problem?

A. submitting a service request in the SCE+ portal
B. registering the problem with its IBM account representative
C. sending a monitoring alert to the IBM delivery team
D. opening a ticket with its internal help desk

Answer: A

QUESTION: 3
Which two geographical locations were first used to deliver the SCE+ offering? (Choose two.)

A. Raleigh, North Carolina
B. Tokyo, Japan
C. Ehningen, Germany
D. London, UK
E. Boulder, Colorado

Answer: A, C

QUESTION: 4
A sales professional needs to change the price of a virtual machine (VM). Which option should the sales professional adjust?

A. European Union labor adder
B. number of virtual machines

C. virtual private network (VPN)
D. data center location

Answer: A

QUESTION: 5
A customer plans to use SCE+ virtual private network (VPN) topology-based access. The customer needs more than one virtual local area network (vLAN). Which networking element should the sales professional recommend?

A. virtual firewall
B. virtual load balancer
C. virtual network hub
D. virtual intrusion detection server

Answer: A

QUESTION: 6
Which contractual document should a sales professional use to respond to a customer question regarding security roles and responsibilities?

A. Security (ISeC) Agreement
B. Internet Security Systems Contract (ISSC)
C. International Agreement
D. Security Services Contracts Online (COL)

Answer: A

QUESTION: 7
What is the maximum service level IBM provides for managing a hosted environment?

A. storage
B. application
C. hypervisor
D. operating system

Answer: D

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