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00M-651

IBM

IBM PureApplication System Sales MasteryTest v1

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QUESTION: 1

Which one of the following is NOT a business demand that the IBM PureApplication™ System helps enable customers to address?

- A. Capturing business opportunities more quickly
- B. Increased business innovation
- C. Leveraging technology more strategically
- D. Increased business process control

Answer: D

QUESTION: 2

Most IBM PureApplication™ System whiteboard conversations will have unique outcomes, but the most desired and logical next step in the sales process is which of the following options?

- A. An agreement to move forward with a PureExperience offer
- B. A purchase order
- C. Another whiteboard discussion with the line of business leaders
- D. An Express Business Value Assessment (BVA)

Answer: A

QUESTION: 3

Which is NOT a benefit of the IBM PureApplication™ System simplified experience?

- A. Ability to be upgraded with zero downtime
- B. Single management console with role-based processes and automation capabilities
- C. Embedded process control and security patterns
- D. Only two contacts needed for support: one for hardware and one for software

Answer: D

Reference:

<http://www.slideshare.net/patrickbouillaud/ibm-pure-application-system-overview-2012-0410-v1>(Slide 9)

QUESTION: 4



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