

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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