

# 00M-668

## IBM

### *IBM Tivoli Enterprise Asset Management Sales Mastery Test v3*

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**QUESTION: 1**

Identify IBM TRIRIGA Solutions that help to reduce costs through smarter space utilization.

- A. Real Estate Management, Capital Project Management, Maintenance Management, and IT Management.
- B. Real Estate Management, Facilities Management, Capital Project Management, Maintenance Management, and Environment & Energy Management.
- C. Real Estate Management, Facilities Management, Capital Project Management, Maintenance Management, Environment & Energy Management, and Transportation Infrastructure
- D. Real Estate Management, Facilities Management, Capital Project Management, Maintenance Management, and Environment & Energy Management.
- E. Real Estate Management, Facilities Management, Capital Project Management, and Maintenance Management.

**Answer: B**

**QUESTION: 2**

Who should care about reducing facility costs?

- A. Everyone in the organization
- B. Nobody except CEOs
- C. All executives and line managers
- D. Finance executives, Real Estate and Facility Executives, and Sustainability Executives
- E. Only CEOs and CFOs

**Answer: D**

**QUESTION: 3**

Which benefits statement below best explains TRIRIGA's value?

- A. Aggregates Data, Streamlines Processes, Simplifies Reporting.
- B. Smaller, Faster, Cheaper.
- C. Reduces Operating Costs, Improves Building Operations, and Lowers Energy Consumption.
- D. Reduce Costs, Grow Revenue, Increase Customer Satisfaction.

**Answer: C**

**QUESTION: 4**

What is IBM Maximo Spatial Asset Management?

- A. Geospatially enabled asset and service management
- B. A Maximo add-on that provides remote asset management
- C. An asset management solution used by NASA
- D. An asset management solution to manage linear asset

**Answer: A**

**QUESTION: 5**

In which of the following industries are customers less likely to purchase Maximo Calibration?

- A. Government
- B. Oil & Gas
- C. Life Sciences
- D. Nuclear

**Answer: D**

**QUESTION: 6**

Key drivers for a business to take on a comprehensive approach to Asset Management are

\_\_\_\_\_.

- A. Complexity of the assets they are maintaining
- B. High risk for non compliance to regulations for their industry
- C. Risk for loss of revenue due to failed assets
- D. All of the above

**Answer: D**

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