



Vendor: IBM

Exam Code: M2010-701

Exam Name: IBM Maximo Enterprise Asset Management
Sales Mastery Test v4

Version: DEMO

QUESTION 1

There are several ways to price Maximo solutions. Which group is valid pricing for Maximo solutions?

- A. Per authorized User, per limited Use or per PVU
- B. Per authorized User, per limited Use Authorized User, per asset, or per install
- C. Per authorized User, per install, or per package
- D. Per package, or per authorized user

Answer: A

Explanation:

[http://www-](http://www-01.ibm.com/common/ssi/ShowDoc.wss?docURL=/common/ssi/rep_ca/4/897/ENUS212-434/index.html&lang=en&request_locale=en)

[01.ibm.com/common/ssi/ShowDoc.wss?docURL=/common/ssi/rep_ca/4/897/ENUS212-434/index.html&lang=en&request_locale=en](http://www-01.ibm.com/common/ssi/ShowDoc.wss?docURL=/common/ssi/rep_ca/4/897/ENUS212-434/index.html&lang=en&request_locale=en)

QUESTION 2

In the current release, which back end products within the Cloud & Smarter Infrastructure portfolio does Maximo Anywhere support?

- A. It supports Maximo in current release (phase I) with plans to support TRIRIGA and SCCD in phases II.
- B. It supports both Maximo and TRIRIGA in current release (phase I), but it will support SCCD in next release.
- C. It supports Maximo, TRIRIGA, and SCCD
- D. It supports both Maximo and SCCD with the current release.

Answer: C

Explanation:

https://www.ibm.com/developerworks/community/blogs/a9ba1efe-b731-4317-9724-a181d6155e3a/entry/maximo_anywhere_7_5_is_available?lang=en

QUESTION 3

What mobile OS does current Maximo Anywhere 7.5 support?

- A. It supports all popular mobile OS except Blackberry.
- B. It supports Android right now, but other OS will be supported in next releases.
- C. It supports both iOS and Andriod
- D. It supports iOS only.

Answer: B

Explanation:

<https://www.ibm.com/developerworks/community/wikis/home?lang=en#!/wiki/IBM%20Maximo%20Asset%20Management/page/Maximo%20Anywhere%20system%20requirements>

QUESTION 4

In what kind of circumstance would a client purchase Express User license?

- A. Entering service requests and viewing the status of their service requests.
- B. Viewing information on assets they own. Creating and viewing requisitions,
- C. Viewing templates and viewing drafts via the Desktop Requisitions application,
- D. Updating a work order

Answer: D

Explanation:

<http://www.sbsglobal.co/news/18/90/Licensing-Update/>(first sentence on the page)

QUESTION 5

Which statement is correct?

- A. If the user is Mobile Only (i.e. no desktop access to Maximo required), the user only requires Maximo Anywhere Work Management (only bundle available in phase 1) license.
- B. If a customer requires full Maximo Desktop access plus mobile, they require Maximo Anywhere bundle(s) license + Maximo LUAU
- C. If a customer requires Limited Use Auth User Maximo Desktop Access plus mobile, they require Maximo Anywhere bundle(s) + Maximo Auth User licensing
- D. If a customer is current Maximo user adding mobile, sell Maximo Anywhere + Maximo + Worklight licensing

Answer: A

QUESTION 6

What is the primary objective of Health, Safety & Environment initiatives?

- A. To reduce overall risk, comply with appropriate regulations, and create a safe yet efficient operating environment.
- B. To reduce overall risk and comply with appropriate
- C. To reduce overall risk and improve safety
- D. To reduce overall risk and increase productivity

Answer: A

Explanation:

[https://www-](https://www-950.ibm.com/events/wwc/grp/grp037.nsf/vLookupPDFs/Ontracks_HSE%20Presentation_Jason/$file/Ontracks_HSE%20Presentation_Jason.pdf)

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