Vendor: IBM

Exam Code: 00M-651

Exam Name: IBM PureApplication System Sales MasteryTest v1

Version: DEMO

QUESTION 1
Which one of the following is NOT a business demand that the IBM PureApplicationTM 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: B

QUESTION 2
Most IBM PureApplicationTM 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 PureApplicationTM 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: A

QUESTION 4
Which one of the following capabilities of the IBM PureApplicationTM System includes deeply integrating and tuning hardware and software in a single, ready-to-go system?

A. Built-in expertise
B. Integration by design
C. Simplified experience
D. Automation control

Answer: C

QUESTION 5
According to the IBM PureApplicationTM System whiteboard, what is the average percentage of IT budget spent on maintenance and operation costs?

A. 50%
B. 95%

C. 70%
D. 35%

Answer: D

QUESTION 6
According to the IBM CIO study, innovation-driven CIOs believe _____ can have the highest impact by creating new revenue sources.

A. IT
B. New customers
C. Contract renegotiations
D. Cloud computing

Answer: B