



Vendor: IBM

Exam Code: 00M-231

Exam Name: IBM Software Subscription & Support Sales
Mastery Test v1 Exam

Version: DEMO

QUESTION 1

What specific renewal data can a Reseller/VAD view when they access Renewals via Passport Advantage Online?

- A. All Renewal line items for all clients they have sold licenses or renewals to in the past.
- B. Only renewal line items associated with the Reseller/VAD prior year's transactions.
- C. All Renewal line items for all clients they have sold licenses to regardless of when the licenses were sold.
- D. Their client's entire IBM Software Subscription & Support quote.

Answer: C

QUESTION 2

What day of the month does IBM recommend Resellers/VADs pull their renewal data?

- A. 1st
- B. 15th
- C. 17th
- D. The last day.

Answer: C

QUESTION 3

When is your client's Subscription & Support renewal due?

- A. 30 days before their anniversary date.
- B. On or before their anniversary date.
- C. 45 days before their anniversary date.
- D. At any time, there is not a set deadline.

Answer: B

QUESTION 4

When do clients receive their first Software Renewal Quote and Letter?

- A. 75 days before their renewal anniversary
- B. 90 days before their renewal anniversary
- C. 45 days before their renewal anniversary
- D. 30 days before their renewal anniversary

Answer: A

QUESTION 5

How does a VAD get "Full View Access" for a renewal Quote?

- A. A VAD never get "Full View Access".
- B. VAD always have "Full View Access" for all client renewals.
- C. The client has to send the VAD a copy of their renewal Quote.
- D. When the Reseller becomes authorized for full view access, the VAD is also authorized.

Answer: A