



**Vendor:** IBM

**Exam Code:** C2010-506

**Exam Name:** IBM TRIRIGA Real Estate Manager V10.3  
Application Consultant

**Version:** DEMO

### QUESTION 1

Why is it recommended to introduce a Business Value Analysis early in the sales cycle?

- A. It helps to qualify the opportunity and introduces TRIRIGA value propositions to build a business case.
- B. You need to charge for the BVA. and establish that requirement earlier is better.
- C. There's typically no time at the end of the cycle to gather required information.
- D. The customer will not believe the numbers past the mid-point of the sales cycle.

**Answer: B**

### QUESTION 2

Identify how IBM TRIRIGA helps achieve environmental and energy reduction goals.

- A. Identify worst-performing facilities using metrics and energy benchmarks
- B. Implement operational and capital building retrofit projects
- C. Analysis to identify and align the supply of space to business demands both today and forecasted into the future
- D. All of the above

**Answer: A**

### QUESTION 3

Identify an example combination of (A) Core business solution and (B) Add-on license.

- A. TREES Impact Manager and (B) CAD Integrator / Publisher
- B. TRIRIGA Real Estate Manager and (B) TRIRIGA Projects Manager
- C. TRIRIGA Facilities Manager and (B) Strategic Facility Planning
- D. TRIRIGA Workplace Operations Manager and (B) TRIRIGA Facility Assessment
- E. Both C and D

**Answer: B**

### QUESTION 4

According to an IBM survey of 130 executives, ninety two percent (92%) of organizations have an energy and environmental strategy.

Why target buildings to achieve their goals?

- A. Building wiring wastes nearly 22% of the electricity flowing through them
- B. The Heating and Air Conditioning systems produce 88% of all CO<sub>2</sub>
- C. Buildings represent 75% of all energy consumption, and by 2025 will be the largest consumer of energy worldwide
- D. Nobody really targets buildings, but the occupants of the buildings need to be trained on energy saving techniques, like wearing an extra sweater when it is cold
- E. Government rebates encourage companies to retrofit older buildings with new energy efficient equipment

**Answer: C**

**QUESTION 5**

Identify the license type required for (A) Cold and Warm and (B) Hot Standby or Backup Systems.

- A. A full copy of all software required for both (A) and (B)
- B. (A) No separate entitlement required, (B) Customer must acquire a license or entitlement(s)
- C. (A) Customer must acquire a license or entitlement(s). (B) No separate entitlement required
- D. A software meter must be installed on these systems, but no additional licenses required

**Answer: B**

**QUESTION 6**

TRIRIGA Projects offers enterprise project management, program management, fund source management and vendor bid management capabilities to deliver which business benefits?

- A. Align business objectives with workplace operations, analyze actual performance to objectives, and act quickly to improve productivity and quality
- B. Measure individual contribution and productivity levels, service quality, and drive process changes throughout the organization
- C. Generate executive reports for personnel management and headcount validation
- D. To comply with Six Sigma processes and HR requirements

**Answer: C**

**QUESTION 7**

TRIRIGA Projects offers enterprise project management, program management, fund source management and vendor bid management capabilities to deliver which business benefits?

- A. Reduce water and gas leaks
- B. Lower energy costs and generate higher savings from carbon reduction projects
- C. Generate higher volumes of oxygen from living plants
- D. Reduce operating costs while delivering high quality services

**Answer: B**

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