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QUESTION 1

Who is not a main stream competitor?

- A. SAP
- B. Upside
- C. Ariba
- D. Hiperos

Correct Answer: D

Reference:http://blogs.forrester.com/andrew_bartels/11-12-15-ibms_acquisition_of_emptoris_moves_it_squarely_into_the_epurchasing_software_market_watch_out_for_f

QUESTION 2

The value of an integrated SLM solution includes the following, except?

- A. Visibility
- B. Invoice Automation
- C. Efficiency and Savings
- D. Compliance

Correct Answer: C

QUESTION 3

Which is an example of a customer pain point typically heard in Spend Analysis discussions:

- A. Contracts are difficult to locate
- B. Suppliers often unclear on RFx specifications; do not bid on apples-to-apples basis, thus extending the time it takes to award an RFx
- C. Data scattered across multiple ERP systems and independent business units all over the globe
- D. Impossible to track compliance to Services-related pricing agreements

Correct Answer: C

QUESTION 4

From the selection list below, which option best describes why a customer would purchase the Spend Analysis



solution?

- A. Manage "at risk" suppliers
- B. Move contracts through faster to win more deals
- C. To bring more spend under management
- D. Guarantee more "on-time" delivery from suppliers

Correct Answer: C

Reference: https://www.google.com/url?sa=t&drct=j&ndq=andesrc=s&ndsource=web&ndcd=7&ndcad=rja&ndved=0CFsQFjAG&url=http%3A%2F%2Fassetsproduction.govstore.service.gov.uk%2FGiii%2520Attachments%2FIBM%2520UNITED%2520KIN%2520LTD%2FBids%2FArchive1%2FIBM_G_Cloud_III%2520V1.1%2FIBM%2520Emptori%2520Shared%2520Service%2520%2520Service%2520Description%2520v5.3%2520Feb%25202013.docx&ei=Ot9KUoroAo2w4QTrmoHQCA&usq=AFQjCNFhcgaajHtmrSdztzU3QxC-YjzdVwandsig2=x8ujBpRKzM1NC-SRv2ByQg

QUESTION 5

How would you not compete against a best of breed vendor?

- A. Show product differences?
- B. Position global capabilities?
- C. Position integrated to broader Strategic Supply Management capabilities
- D. Position company viability

Correct Answer: D

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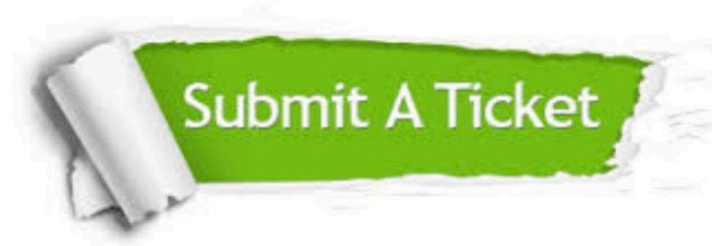
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