



M2050-653^{Q&As}

IBM Emptoris Strategic Supply Management Sales Mastery Test v1

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QUESTION 1

The full Emptoris suite consists of five products. Which one is not one of them?

- A. Services Procurement
- B. Spend Analysis
- C. Discovery for Buyers
- D. Telecom Expense Management

Correct Answer: C

Reference: <http://en.wikipedia.org/wiki/Emptoris>

QUESTION 2

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&andq=andescr=sandsource=webandcd=7andcad=rjaandved=0CFsQFjAGandurl=http%3A%2F%2Fassetsproduction.govstore.service.gov.uk%2FGiii%2520Attachments%2FIBM%2520UNITED%2520KIN%2520LTD%2FBids%2FArchive1%2FIBM_G_Cloud_III%2520V1.1%2FIBM%2520Emptoris%2520Shared%2520Service%2520%2520Service%2520Description%2520v5.3%2520Feb%25202013.docx&ei=Ot9KUoroAo2w4QTrmoHQCA&usg=AFQjCNFhcgaajHtmrSdztzU3QxC-YjzdVwandsig2=x8ujBpRKzM1NC-SRv2ByQg

QUESTION 3

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 4

For a company seeking to become best in class in terms of strategic supply management, where would Sourcing fall within this journey?

- A. Manage performance
- B. Visibility
- C. Scale and harvest savings opportunities
- D. Business control

Correct Answer: D

QUESTION 5

In cases where a prospect has multiple instances of ERP systems, Emptoris\' Spend Analysis value proposition most accurately reflects:

- A. Ability to pull these sources together, cleansing the data and providing a single common view of a process.
- B. Provide a document management approach as opposed to a continuous synchronization of the document with the data base
- C. A proven track record of capturing savings in categories such as ingredients, raw materials, assemblies, transportation, IT, facilities.
- D. Segment the supplier base across multiple categories, geographies, and business units to manage performance and evaluate capabilities at a local or global dimension.

Correct Answer: A

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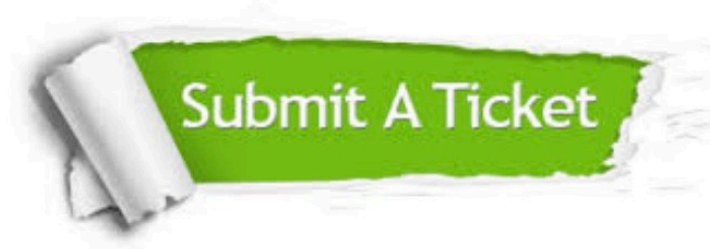
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