



# M2050-653<sup>Q&As</sup>

IBM Emptoris Strategic Supply Management Sales Mastery Test v1

**Pass IBM M2050-653 Exam with 100% Guarantee**

Free Download Real Questions & Answers **PDF** and **VCE** file from:

<https://www.lead4pass.com/M2050-653.html>

100% Passing Guarantee  
100% Money Back Assurance

Following Questions and Answers are all new published by IBM Official Exam Center

-  **Instant Download** After Purchase
-  **100% Money Back** Guarantee
-  **365 Days** Free Update
-  **800,000+** Satisfied Customers





#### QUESTION 1

Which of the following is not one of the Spend Analysis value props?

- A. Automate consolidation, enrichment and visibility of global disparate spend data
- B. Facilitate supplier development monitoring progress toward goals
- C. Identify unrealized savings, off-contract spend and help prevent savings leakage
- D. Bring spend under management

Correct Answer: B

---

#### QUESTION 2

Which of the following is not a competitor to Emptoris in Contract Management?

- A. Selectica
- B. Tangoe
- C. Ariba
- D. Upside

Correct Answer: B

Reference: <http://www.itqlick.com/Products/3448>

---

#### QUESTION 3

What is an example of a customer pain point typically heard in Contract Management discussions:

- A. Limited visibility into and control over the process that generates contracts
- B. Poor efficiency when running an Request for Proposal
- C. Spend data not categorized or centralized
- D. Currently using multiple Telco Carriers

Correct Answer: A

---

#### 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&ndurl=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&ndusg=AFQjCNFhcgaajHtmrSdzU3QxC-YjzdVwandsig2=x8ujBpRKzM1NC-SRv2ByQg](https://www.google.com/url?sa=t&drct=j&ndq=andesrc=s&ndsource=web&ndcd=7&ndcad=rja&ndved=0CFsQFjAG&ndurl=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&ndusg=AFQjCNFhcgaajHtmrSdzU3QxC-YjzdVwandsig2=x8ujBpRKzM1NC-SRv2ByQg)

---

#### QUESTION 5

Of the following reasons a customer would choose Emptoris, which one does not apply:

- A. Drive compliance to corporate and regulatory standards
- B. Procure-to-pay functionality
- C. Save lots of cash
- D. Manage business risk

Correct Answer: B

[M2050-653 VCE Dumps](#)

[M2050-653 Practice Test](#)

[M2050-653 Study Guide](#)



To Read the [Whole Q&As](#), please purchase the [Complete Version](#) from [Our website](#).

## Try our product !

100% Guaranteed Success  
100% Money Back Guarantee  
365 Days Free Update  
Instant Download After Purchase  
24x7 Customer Support  
Average 99.9% Success Rate  
More than 800,000 Satisfied Customers Worldwide  
Multi-Platform capabilities - [Windows](#), [Mac](#), [Android](#), [iPhone](#), [iPod](#), [iPad](#), [Kindle](#)

We provide exam PDF and VCE of Cisco, Microsoft, IBM, CompTIA, Oracle and other IT Certifications. You can view Vendor list of All Certification Exams offered:

<https://www.lead4pass.com/allproducts>

## Need Help

Please provide as much detail as possible so we can best assist you.  
To update a previously submitted ticket:



 <p><b>One Year Free Update</b> Free update is available within One Year after your purchase. After One Year, you will get 50% discounts for updating. And we are proud to boast a 24/7 efficient Customer Support system via Email.</p>	 <p><b>Money Back Guarantee</b> To ensure that you are spending on quality products, we provide 100% money back guarantee for 30 days from the date of purchase.</p>	 <p><b>Security &amp; Privacy</b> We respect customer privacy. We use McAfee's security service to provide you with utmost security for your personal information &amp; peace of mind.</p>
---	---	--

Any charges made through this site will appear as Global Simulators Limited.  
All trademarks are the property of their respective owners.  
Copyright © lead4pass, All Rights Reserved.