M2180-651^{Q&As}

IBM PureApplication System Sales MasteryTest v1

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QUESTION 1

Which of the following attributes best describes an Expert Integrated System?

A. It addresses the increasing complexity and dynamic nature of workloads through their lifecycle.

B. It addresses security risks and vulnerabilities in the customer\\'s processes.

C. It reduces costs and maintenance efforts through a single unifying transport.

D. It reduces costs and process disruptions from data loss.

Correct Answer: B

QUESTION 2

What best describes the cumulative business value of the IBM PureApplicationTM System?

A. Resource utilization rates that consistently run in high double digits

B. Significant improvement to an organization\\\'s business agility

C. Ability to meet all service level agreements

D. Significant reduction in unplanned outages

Correct Answer: B

QUESTION 3

Most IBM PureApplicationTM System whiteboard conversations will have unique outcomes, but the most desired and logical next step in the sales process is which of the following options?

A. An agreement to move forward with a PureExperience offer

B. A purchase order

C. Another whiteboard discussion with the line of business leaders

D. An Express Business Value Assessment (BVA)

Correct Answer: A

QUESTION 4

According to the IBM CIO study, innovation-driven CIOs believe _____ can have the highest impact by creating new revenue sources.

A. IT

B. New customers

C. Contract renegotiations

D. Cloud computing

Correct Answer: A

QUESTION 5

Which one of the following can be created in the IBM PureApplicationTM System, exported and imported for sharing across systems, and is available in two types - virtual applications and virtual systems?

A. Virtualized infrastructure services

B. Customized scripts

C. Software application patterns

D. Scaling policies

Correct Answer: C

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