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QUESTION 1

Which of the following is a benefit of having Sell Side Contract Management through Emptoris?

- A. Ensure compliance and accelerate time to closure
- B. Automate the supplier qualification process
- C. Streamline the buyer survey process
- D. Gain ability to analyze 100% of spend in one solution

Correct Answer: A

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=and&src=s&andsource=web&andcd=7&andcad=rja&andved=0CFsQFjAG&andurl=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&andusg=AFQjCNFhcgaajHtmrSdzU3QxC-YjzdVwandsig2=x8ujBpRKzM1NC-SRv2ByQg

QUESTION 3

Which of the following is NOT one of the Contract Management value props?

- A. Enterprise scalability, organization templates, fallback clauses, and approvals
- B. Gain visibility of global disparate spend data
- C. Manage contractual obligations, get timely alerts and auto-generated renewals
- D. Single view of searchable contract language with enterprise security control

Correct Answer: B



QUESTION 4

Within the Plan to Settle process where does Contract Management fit into the overall process?

- A. Between Spend Analysis and Supplier Sourcing
- B. Before Spend Analysis and after Supplier Sourcing
- C. After Spend Analysis and Supplier Sourcing
- D. Before Supplier Sourcing and before Spend Analysis

Correct Answer: D

QUESTION 5

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

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