



M2180-651^{Q&As}

IBM PureApplication System Sales MasteryTest v1

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QUESTION 1

All of the following are business challenges that can be addressed by the IBM PureApplication™ System EXCEPT which option?

- A. Developing more resource-intensive business capabilities
- B. Reducing the complexity of IT and its associated costs
- C. Simplifying the processes implemented to handle IT complexity
- D. Reducing the time to value of bringing new business capabilities on line

Correct Answer: A

QUESTION 2

Which statement best describes the "consolidate" customer initiative, or use case, of the IBM PureApplication™ System?

- A. Workloads from hundreds of applications can be consolidated, which significantly reduces the total cost of IT operations.
- B. Resource utilization rates run routinely in the single digits.
- C. Business applications are available even during platform upgrades.
- D. It provides dynamic resource allocation to better meet service level agreements.

Correct Answer: A

QUESTION 3

The IBM PureApplication™ System is offered in _____ different configurations to meet the different system needs of our customers.

- A. Two
- B. Four
- C. Six
- D. Eight

Correct Answer: B

QUESTION 4

Most IBM PureApplication™ 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 5

Which of the following options describes how quickly the IBM PureApplication™ System can be deployed to meet a client's needs?

- A. One day
- B. One week
- C. One month
- D. One year

Correct Answer: A

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