



# M2070-740<sup>Q&As</sup>

IBM Enterprise Content Management Sales Mastery Test v3

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#### QUESTION 1

IBM Case Manager includes key differentiators across the competition including:

- A. Based on an industry leading BRMS (business rules) platform
- B. Rapid time-to-value with template support and a LOB based design environment
- C. Based on an industry leading collaboration platform
- D. All of the above

Correct Answer: B

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#### QUESTION 2

When talking to a customer to see if Content Manager OnDemand is a good fit, what question should be asked first?

- A. Do your Customer Service Reps (CSRs) need workflow to respond to customers?
- B. How do CSRs access all information necessary to respond to customer questions?
- C. How do CSRs do scanning of documents today?
- D. Do your CSRs need CaseManagement?

Correct Answer: B

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#### QUESTION 3

Which is a key benefit of the Legacy Data Cleanup Solution?

- A. Identifies sensitive or toxic content
- B. Archives data according to its value
- C. Maintains a data map of the organization
- D. Is a DoD 5015.2 certified recordsrepository

Correct Answer: B

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#### QUESTION 4

If a bank eliminates daily courier pickups by scanning documents in the branch, approximately how many US dollars will it save per branch per day?

- A. 3 dollars



- B. 40 dollars
- C. 70 dollars
- D. 120 dollars

Correct Answer: C

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#### QUESTION 5

Which of the following Datacap features help to eliminate expensive, error-prone manual data entry problems associated with document imaging?

- A. Keyword search
- B. Optical character recognition (OCR) and text analytics
- C. Math calculations
- D. All of the above

Correct Answer: D

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