



00M-653^{Q&As}

IBM Emptoris Strategic Supply Management Sales Mastery Test v1

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QUESTION 1

The value of an integrated SLM solution includes the following, except?

- A. Visibility
- B. Invoice Automation
- C. Efficiency and Savings
- D. Compliance

Correct Answer: C

QUESTION 2

Identify the best way in class companies can leverage Supplier Lifecycle Management technologies?

- A. Use a contract clause library
- B. Provide 360 degree, comprehensive supplier visibility
- C. Use classification algorithms to classify invoice spend
- D. Use a catalog to store approved products and services

Correct Answer: A

Reference:<http://www-304.ibm.com/industries/publicsector/fileservice?contentid=243307>

QUESTION 3

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 4

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 5

Which of the following does not qualify as a prospect?

A. Annual budget for software is \$50k

B. Number of mobile devices is greater than 1,000

C. Customer is currently considering Ariba, Bravo, CombineNet, Ista

D. Annual spend with the suppliers is greater than \$400m

Correct Answer: D

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