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/fileserve?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, lasta

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

Correct Answer: D

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