



Vendor: IBM

Exam Code: M2180-651

Exam Name: IBM PureApplication System Sales Mastery
Test v1

Version: DEMO

QUESTION 1

Which one of the following is NOT a business demand that the IBM PureApplication™ System helps enable customers to address?

- A. Capturing business opportunities more quickly
- B. Increased business innovation
- C. Leveraging technology more strategically
- D. Increased business process control

Answer: B

QUESTION 2

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)

Answer: A

QUESTION 3

Which is NOT a benefit of the IBM PureApplication™ System simplified experience?

- A. Ability to be upgraded with zero downtime
- B. Single management console with role-based processes and automation capabilities
- C. Embedded process control and security patterns
- D. Only two contacts needed for support: one for hardware and one for software

Answer: A

QUESTION 4

Which one of the following capabilities of the IBM PureApplication™ System includes deeply integrating and tuning hardware and software in a single, ready-to-go system?

- A. Built-in expertise
- B. Integration by design
- C. Simplified experience
- D. Automation control

Answer: C

Thank You for Trying Our Product

Lead2pass Certification Exam Features:

- ★ More than **99,900** Satisfied Customers Worldwide.
- ★ Average **99.9%** Success Rate.
- ★ **Free Update** to match latest and real exam scenarios.
- ★ **Instant Download** Access! No Setup required.
- ★ Questions & Answers are downloadable in **PDF** format and **VCE** test engine format.
- ★ Multi-Platform capabilities - **Windows, Laptop, Mac, Android, iPhone, iPod, iPad**.
- ★ **100%** Guaranteed Success or **100%** Money Back Guarantee.
- ★ **Fast**, helpful support **24x7**.



View list of all certification exams: <http://www.lead2pass.com/all-products.html>



Microsoft



ORACLE



CITRIX



JUNIPER
NETWORKS



EMC²
where information lives®

10% Discount Coupon Code: ASTR14