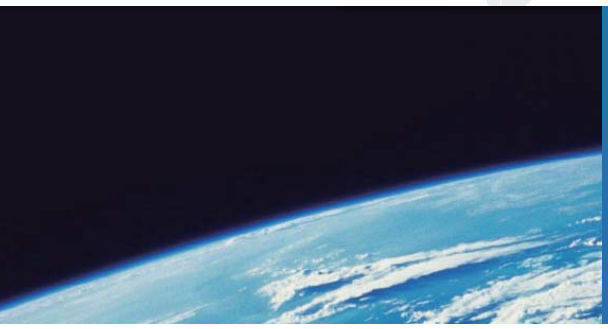
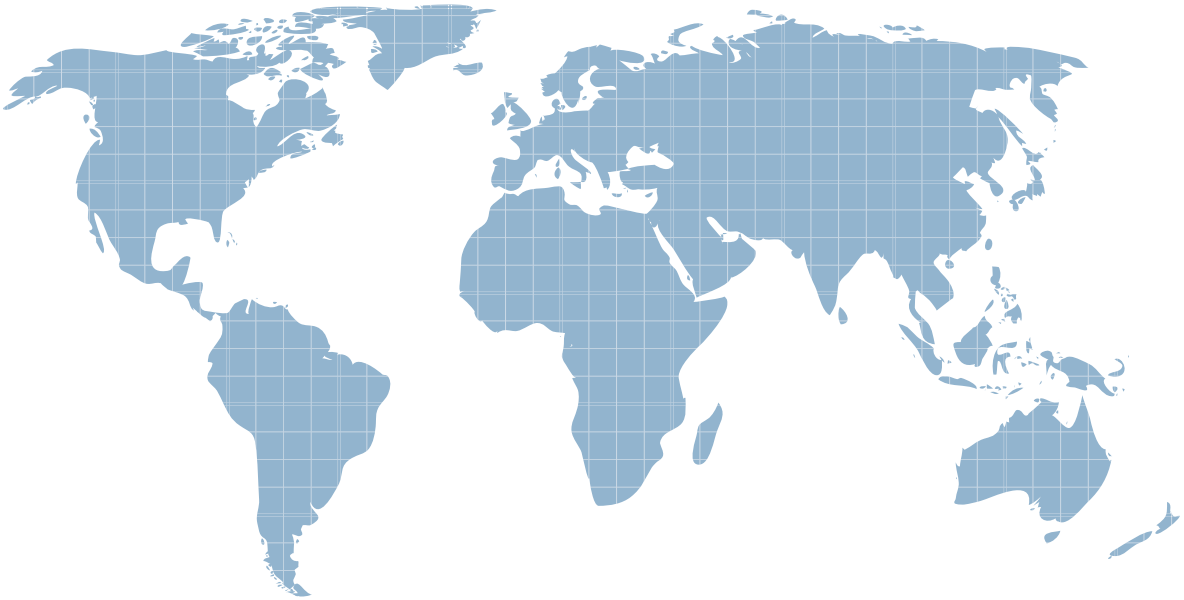


ITTEST

QUESTION & ANSWER

Guías de estudio precisos, Alta tasa de paso!



Ittest ofrece información actualizada de forma gratuita en un año!

http://www.ittest.es/

Exam : **M2040-232**

Title : IBM Solutions for Smart Business Sales Mastery Test v1

Version : Demo

1.Is it true or false that individual solutions for Smart Business are generally ordered via single part number, and are installed as a single software package?
A. True. Solutions for Smart Business are completely integrated in one package to allow ease of ordering.
B. False. Solutions for Smart Business require separate part numbers for the solution and Foundation for Smart Business.
C. True. A single part number can be used except for situations where the customer would like to exchange parts of the solution for other components.
D. False. Solutions for Smart Business can be ordered as a hardware appliance
Answer: A

2.What is the value proposition for Business Partners selling Solutions for Smart Business?
A. Shorter sales cycles with minimal time and investment required - solution sales are repeatable and require limited customization.
B. Priced right for midsize customers.
C. Offer more pricing flexibility and generate annuity streams from customers who want to utilize usage based pricing.
D. All of the above.
Answer: D

3.How can IBM Solutions for Smart Business be deployed?
A. In Unix or Linux operating environments.
B. On all IBM or any non-IBM hardware.
C. On selected IBM and third Party vendor platforms.
D. In Microsoft Windows Server operating environments.
Answer: C