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Exam : **00M-653**

Title : IBM Emptoris Strategic
Supply Management Sales
Mastery Test v1

Vendor : IBM

Version : DEMO

NO.1 There are many benefits derived from Emptoris Sourcing.

Which is not one?

- A. Enforce compliance to standard process
- B. Actively monitor supplier risk
- C. Increase Adoption with RFx Wizards and Templates
- D. Analyze "Non-Price" Factors to award suppliers

Answer: A

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

NO.2 A customer would NOT use Contract Management to become best in class via:

- A. Obligation control
- B. Contract Authoring
- C. Gaining Contract Visibility
- D. Running eAuctions

Answer: D

NO.3 Who is not a main stream competitor?

- A. SAP
- B. Upside
- C. Ariba
- D. Hiperos

Answer: D

Reference:http://blogs.forrester.com/andrew_bartels/11-12-15ibms_acquisition_of_emptoris_moves_it_squarely_into_the_epurchasing_software_market_watch_out_for_f

NO.4 From the selection list below, which option best describes why a customer would purchase the Spend Analysis solution?

- A. Manage "at risk" suppliers
- B. Move contracts through faster to win more deals
- C. To bring more spend under management
- D. Guarantee more "on-time" delivery from suppliers

Answer: C

Reference:https://www.google.com/url?sa=t&rct=j&q=&esrc=s&source=web&cd=7&cad=rja&ved=0CFsQFjAG&url=http%3A%2F%2Fassetsproduction.govstore.service.gov.uk%2FGiii%2520Attachments%2FIBM%2520UNITED%2520KINGDOM%2520LTD%2FBids%2FArchive1%2FIBM_G_Cloud_III%2520V1.1%2FIBM_%2520Emptoris%2520Shared%2520Service%2520%2520Service%2520Description%2520v5.3%2520Feb%25202013.docx&ei=Ot9KUoroAo2w4QTrmoHQCA&usg=AFQjCNFhcgaajHtmrSdztzU3QxC-YjzdVw&sig2=x8ujBpRKzM1NCSrv2ByQg

NO.5 In cases where a prospect has multiple instances of ERP systems, Emptoris' Spend Analysis value proposition most accurately reflects:

- A. Ability to pull these sources together, cleansing the data and providing a single common view of a process.

- B. Provide a document management approach as opposed to a continuous synchronization of the document with the data base
- C. A proven track record of capturing savings in categories such as ingredients, raw materials, assemblies, transportation, IT, facilities.
- D. Segment the supplier base across multiple categories, geographies, and business units to manage performance and evaluate capabilities at a local or global dimension.

Answer: A

NO.6 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

Answer: D

NO.7 Below are example of Emptoris business drivers in the healthcare industry. Which one does not apply?

- A. A New CPO has been chartered by the CEO/COO to drive down operating costs
- B. Successful usage of contract management for managing provider contracts
- C. Pressure to reduce operating and medical costs while maintaining standards of care
- D. Face-to-face channels where the customer interacts directly with agents who are able to communicate with the portal electronically

Answer: C