

**考試編碼:**M2010-727

**考試名稱:** Cloud and Smarter  
Infrastructure Cloud & Service  
Management Sales Mastery v1

**版本:** Demo

QUESTION NO: 1

IBM has identified a market shift in buyers from traditional IT toward what role?

- A. Marketing
- B. Operations
- C. Line of business

Answer: A

QUESTION NO: 2

Which of the following are unique value propositions for IBM's APM solutions?

- A. IBM offers on-premise, SaaS and hybrid monitoring solutions
- B. IBM has monitoring for modern languages like Python, Ruby and PHP
- C. IBM offers flexible licensing options including perpetual and SaaS
- D. All of the above

Answer: C

QUESTION NO: 3

Why do customers need an orchestrator?

- A. Customers are looking for end to end automation of cloud service delivery to achieve greater returns
- B. Provisioning play a key role, but is just one of many steps that must be automated
- C. Each customer has unique requirements to integrate with existing data center processes and tools.
- D. All of the above

Answer: D

Reference: <http://www.slideshare.net/annalandolfi/ibm-smart-cloud-orchestrator>

QUESTION NO: 4

Standards-based Cloud offerings are designed to enable next generation architectures to:

- A. Drive enhanced visibility, control and automation from operational big data with cloud-optimized analytics
- B. Optimize services and control risk in cloud environments with dynamic management, storage and security
- C. Deploy intelligent, hybrid workloads with flexible, open orchestration across resources, workloads and services
- D. All of the above

Answer: D

#### QUESTION NO: 5

Where is the one place where Business Partner Sellers can find presentations, pricing details, links to demonstrations and white papers on IBM APM?

- A. The IBM sales kit on PartnerWorld
- B. The IBM Service Management Connect site
- C. The Tivoli RFE community
- D. The new C&SI Landing page

Answer: A

#### QUESTION NO: 6

The EMA Radar Reports shows IBM as number 1 for:

- A. Solution Impact and resource efficiency
- B. Driving CAPEX cost down
- C. Server, networking, storage & middleware
- D. Cloud platform management

Answer: A

Reference:<http://www.manageengine.com/it360/ema-radar-addm.pdf>(page 19, see figure 11)