



# 00M-653<sup>Q&As</sup>

IBM Emptoris Strategic Supply Management Sales Mastery Test v1

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### QUESTION 1

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/fileservice?contentid=243307>

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### QUESTION 2

The Emptoris Sourcing solution is best suited for which types of categories?

- A. Indirect
- B. Direct
- C. Categories that are sourced most frequently
- D. Sourcing works with both indirect and direct categories

Correct Answer: D

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### QUESTION 3

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.

Correct Answer: A

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### QUESTION 4



Which of the following options most closely describes the Emptoris Contract Management ability to enable an organization to drive compliance to corporate and regulatory standards?

- A. Manage "at risk" suppliers
- B. Drive a common contract process across the company
- C. Generate high rates of savings on COGS, SGA and Cap Ex
- D. Bring more spend under management

Correct Answer: B

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#### QUESTION 5

Which is an example of a customer pain point typically heard in Spend Analysis discussions:

- A. Contracts are difficult to locate
- B. Suppliers often unclear on RFx specifications; do not bid on apples-to-apples basis, thus extending the time it takes to award an RFx
- C. Data scattered across multiple ERP systems and independent business units all over the globe
- D. Impossible to track compliance to Services-related pricing agreements

Correct Answer: C

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