



00M-653^{Q&As}

IBM Emptoris Strategic Supply Management Sales Mastery Test v1

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QUESTION 1

Of the following reasons a customer would choose Emptoris, which one does not apply:

- A. Drive compliance to corporate and regulatory standards
- B. Procure-to-pay functionality
- C. Save lots of cash
- D. Manage business risk

Correct Answer: B

QUESTION 2

Leading questions to identify pain points includes the following, except?

- A. Do you have any suppliers break your corporate responsibility standards?
- B. Do you know your strongest/weakest performing suppliers?
- C. Do you know if your suppliers are compliant to your regulatory requirements?
- D. What is your spend volume with your suppliers?

Correct Answer: B

QUESTION 3

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

QUESTION 4

Who is not a main stream competitor?

- A. SAP
- B. Upside



C. Ariba

D. Hiperos

Correct Answer: D

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

QUESTION 5

What is the process the Spend Analysis services team takes upon receiving client data?

A. Integrate -> Consolidate --> Categorize --> Enrich

B. Consolidate --> Enrich --> Integrate --> Categorize

C. Enrich --> Integrate -> Categorize --> Consolidate

D. Categorize --> Consolidate --> Integrate --> Enrich

Correct Answer: C

Reference:<ftp://ftp.software.ibm.com/software/commerce/emptoris/offers/ZZW03161-USEN-00.pdf>

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