



M2050-653^{Q&As}

IBM Emptoris Strategic Supply Management Sales Mastery Test v1

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QUESTION 1

What is an example of a customer pain point typically heard in Contract Management discussions:

- A. Limited visibility into and control over the process that generates contracts
- B. Poor efficiency when running an Request for Proposal
- C. Spend data not categorized or centralized
- D. Currently using multiple Telco Carriers

Correct Answer: A

QUESTION 2

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

QUESTION 3

Within the Plan to Settle process where does Contract Management fit into the overall process?

- A. Between Spend Analysis and Supplier Sourcing
- B. Before Spend Analysis and after Supplier Sourcing
- C. After Spend Analysis and Supplier Sourcing
- D. Before Supplier Sourcing and before Spend Analysis

Correct Answer: D

QUESTION 4

The value of an integrated SLM solution includes the following, except?

- A. Visibility



- B. Invoice Automation
- C. Efficiency and Savings
- D. Compliance

Correct Answer: C

QUESTION 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.

Correct Answer: A

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