



IBM

00M-654

*IBM Emptoris Telecom Expense Management Sales Mastery
Test v1*

- A. Ordering and provisioning management
- B. Inventory management
- C. Invoice and contract management
- D. Usage management

Answer: B

Reference:

http://www.symphonysms.com/Analyst%20Reports/Magic_Quadrant.pdf(page 3, see inventory management)

QUESTION: 36

Which of the following statements are correct?

- A. Tangoe has a proven failed record of delivering TEM globally
- B. Tangoe does not offer a wireless TEM solution
- C. Tangoe is typically significantly more expensive than the IBM Emptoris Rivermine telecom expense management solution
- D. Given the rapid rate of acquisitions, Tangoe customers have experienced problems in working with Tangoe

Answer: D

QUESTION: 37

The TEM ROI tool compares Total _____ & _____ over a 3-year period:

- A. Wireless and Wireline
- B. Circuits and Lines
- C. Costs and Benefit
- D. Tools and Tricks

Answer: C

QUESTION: 38

Which of the Mobile Lifecycle Management capabilities has proven to yield the highest ROI?

- A. Telecom Assets catalog Management
- B. Compliance Management
- C. End User Help Desk
- D. Usage and Spend Optimization

Answer: D

QUESTION: 39

Which of the following depicts a reasonable savings ROI value proposition for TEM?

- A. ~10%
- B. 7% to 40%
- C. 50% to 60%
- D. 75% to 90%

Answer: B

Reference:

[https://www-950.ibm.com/events/wwe/grp/grp004.nsf/vLookupPDFs/Christopher%20Corr's%20Present ation/\\$file/Christopher%20Corr's%20Presentation.pdf](https://www-950.ibm.com/events/wwe/grp/grp004.nsf/vLookupPDFs/Christopher%20Corr's%20Presentation/$file/Christopher%20Corr's%20Presentation.pdf)

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