



IBM

M2040-669

*IBM SmartCloud for Social Business for SaaS Solution
Provider Sales Mastery*

- A. To calculate the costs and benefits of moving to SmartCloud for Social Business
- B. To calculate the per mailbox cost of Lotus Notes
- C. To calculate the cost savings of running Domino on Linux
- D. None of the above

Answer: A

QUESTION: 26

Which Is NOT an Ideal profile for a SaaS Solution Provider?

- A. Telco
- B. Retail On-premises Software Provider
- C. Cloud Services Broker
- D. Value AddedServiceProvider

Answer: B

QUESTION: 27

What are the billing options for SmartCloud for Social Business?

- A. Daily. Per Minute
- B. Monthly. Quarterly, Annually. Upfront
- C. Per User. Per Department
- D. By the number of minutes a user is logged in

Answer: B

Reference:

[http://www-03.ibm.com/software/sla/sladb.nsf/pdf/8218-07/\\$file/Z125-8218-07_03-2013_en_US.pdf](http://www-03.ibm.com/software/sla/sladb.nsf/pdf/8218-07/$file/Z125-8218-07_03-2013_en_US.pdf)(charges & billing, billing options)

QUESTION: 28

What is the flagship offering for SmartCloud for Social Business?

- A. SmartCloud iNotes
- B. SmartCloud Meetings
- C. SmartCloud Engage
- D. SmartCloud Connections

Answer: C

Reference:

<http://www.ucstrategies.com/industry-buzz/ibm-social-business-cloud.aspx>

QUESTION: 29

What is the difference between Engage Advanced and Engage Standard?

- A. Engage Advanced has wiki editing
- B. Engage Standard includes email
- C. Engage Advanced includes email and document editing
- D. Engage Advanced is a minimum 3 year subscription

Answer: A

QUESTION: 30

Which one of these services is NOT part of SmartCloud Engage Standard?

- A. Meetings
- B. Activities
- C. Communities
- D. Notes

Answer: D

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