IBM

M2065-647

IBM Intelligent Operations Center-Water & Transportation Sales Mastery Test

QUESTION: 36
Which of these statements is the most damaging to make to customers about the IBM Intelligent Transportation product?

A. The IBM Intelligent Transportation product is a new approach to IBM middleware
B. Here is a list of all the middleware components in the product and here is how they have been integrated
C. We will be willing to demonstrate to you the capabilities of the middleware components which have gone into this product
D. All of the above

Answer: B

QUESTION: 37
Which set of IBM Intelligent Transportation solutions are critical to a scenario where a 3rd party application will be used to deliver travel advice to drivers and public transit users?

A. Feeding Transportation Data to External Applications
B. Traffic Awareness and Traffic Prediction
C. Vehicle Awareness and Vehicle Arrival Prediction
D. All of the above

Answer: A

QUESTION: 38
Which of the following are IBM's competitive differentiators for Intelligent Water?

A. The scale and powerful capabilities of the IOC platform
B. IBM's partnership ecosystem and ability to provide an end to end solution
C. IBM's Asset Library portfolio of offerings
D. All of the above

Answer: B

QUESTION: 39
What is the pricing metric for Intelligent Water 1.0 Product?

A. Monthly Order Request
B. Number of pipes in the network
C. Number of crews in the field
D. Number of devices

Answer: A

Reference:
http://www-01.ibm.com/common/ssi/cgi-
bin/ssialias?subtype=ca&infotype=an&appname=iSource&supplier=897&letternu
m=ENUS 211-403 (ordering information, see part name and charge metric)

QUESTION: 40
What are the 5Cs we have referenced in the sales enablement deck to help you
propose a solution to the customer?

A. Customer potential, customer transaction capture, customer fulfillment
B. Calm, cool, collected, caviler, clean
C. Cost, control, can't dos, can't manage, can't understand
D. Customer, cost, control, contacts, connections

Answer: D

QUESTION: 41
What are the 5 lifecycle/ Operational segment for Water?

A. Source, Treat, Store & Distribute, Waste Collect/Discharge, Treated water
Reuse
B. Build, Store, Distribute, Treated Water Reuse, Discharge
C. Partner, Store, Distribute, Treated Water Reuse, Source
D. Buy, Build, Store, Distribute, Discharge

Answer: A

Reference:
http://www-
05.iBM.com/uk/innovation_in_water/IBM_Intelligent_Operations_for_Water.pdf
(4th slide)

QUESTION: 42
The take home slide focuses on how many Key Points?

A. 1
B. 2
C. 3
D. 4

Answer: C

QUESTION: 43
Which of the following are the 3-types of customers to target?

A. Water Innovators, Early Adopters and Early Majority
B. Water Innovators, Late Majority, Traditionalists
C. Early Majority, Late Majority, Traditionalists
D. Water Innovators, Early Adopters, Traditionalists

Answer: A

QUESTION: 44
A good example of a reference use case for the IOC is?

A. Operations for a complex Facility, Sport Stadium, Dolphins Sun Life Stadium
B. The Real Time Crime Prevention center in New York City
C. The City of the Future, Masdar Smarter City
D. The crowd management in the Dublin underground rail system

Answer: A

Reference:
http://www-142.ibm.com/software/products/us/en/intelligent-operations-center/
(see resources and download and watch the video of Miami dolphins)

Pass your exam at First Attempt....Guaranteed!