IBM

M9560-760

IBM Hosted SaaS - Entry Sales Mastery v1

QUESTION: 13
Why are customers most likely to choose SaaS solutions?

A. They like that they can extensively customize SaaS solutions.
B. The upfront investment for a SaaS solution is minimal.
C. With SaaS, they can always have the latest version of the software.

Answer: C

Reference:
http://www.gxsinsights.eu/1st_edition/strategy_execution/0708_SaaS_03_MarkMorley.htm

QUESTION: 14
What is a characteristic of Software as a Service?

A. Software is managed from a central location.
B. Software is delivered in a one-to-one runtime model.
C. Users are required to handle software upgrades and patches.
D. Only one user from an organization can access the software at a time.

Answer: A

Reference:
http://www.rackspace.com/knowledge_center/whitepaper/understanding-the-cloud-computing-stack-saas-paas- iaas

QUESTION: 15
What are the six deployment and governance success factors that help ClOs and business leaders through SaaS?

A. Stay secure
B. Ensure privacy
C. Grow server farms
D. Scale globally
E. Integrate systems
F. Preserve choice
G. Align organizations
H. Avoid upgrades

Answer: A, B, D, E, G, H

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