



**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](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](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 CIOs 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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