Vendor: IBM

Exam Code: C2010-506

Exam Name: IBM TRIRIGA Real Estate Manager V10.3 Application Consultant

Version: DEMO

QUESTION 1
Why is it recommended to introduce a Business Value Analysis early in the sales cycle?

A. It helps to qualify the opportunity and introduces TRIRIGA value propositions to build a business case.
B. You need to charge for the BVA. and establish that requirement earlier is better.
C. There's typically no time at the end of the cycle to gather required information.
D. The customer will not believe the numbers past the mid-point of the sales cycle.

Answer: B

QUESTION 2
Identify how IBM TRIRIGA helps achieve environmental and energy reduction goals.

A. Identify worst-performing facilities using metrics and energy benchmarks
B. Implement operational and capital building retrofit projects
C. Analysis to identify and align the supply of space to business demands both today and forecasted into the future
D. All of the above

Answer: A

QUESTION 3
Identify an example combination of (A) Core business solution and (B) Add-on license.

A. TREES Impact Manager and (B) CAD Integrator / Publisher
B. TRIRIGA Real Estate Manager and (B) TRIRIGA Projects Manager
C. TRIRIGA Facilities Manager and (B) Strategic Facility Planning
D. TRIRIGA Workplace Operations Manager and (B) TRIRIGA Facility Assessment
E. Both C and D

Answer: B

QUESTION 4
According to an IBM survey of 130 executives, ninety two percent (92%) of organizations have an energy and environmental strategy.
Why target buildings to achieve their goals?

A. Building wiring wastes nearly 22% of the electricity flowing through them
B. The Heating and Air Conditioning systems produce 88% of all CO2
C. Buildings represent 75% of all energy consumption, and by 2025 will be the largest consumer of energy worldwide
D. Nobody really targets buildings, but the occupants of the buildings need to be trained on energy saving techniques, like wearing an extra sweater when it is cold
E. Government rebates encourage companies to retrofit older buildings with new energy efficient equipment

Answer: C

QUESTION 5
Identify the license type required for (A) Cold and Warm and (B) Hot Standby or Backup Systems.

A. A full copy of all software required for both (A) and (B)
B. (A) No separate entitlement required, (B) Customer must acquire a license or entitlement(s)
C. (A) Customer must acquire a license or entitlement(s). (B) No separate entitlement required
D. A software meter must be installed on these systems, but no additional licenses required

Answer: B

QUESTION 6
TRIRIGA Projects offers enterprise project management, program management, fund source management and vendor bid management capabilities to deliver which business benefits?

A. Align business objectives with workplace operations, analyze actual performance to objectives, and act quickly to improve productivity and quality
B. Measure individual contribution and productivity levels, service quality, and drive process changes throughout the organization
C. Generate executive reports for personnel management and headcount validation
D. To comply with Six Sigma processes and HR requirements

Answer: C

QUESTION 7
TRIRIGA Projects offers enterprise project management, program management, fund source management and vendor bid management capabilities to deliver which business benefits?

A. Reduce water and gas leaks
B. Lower energy costs and generate higher savings from carbon reduction projects
C. Generate higher volumes of oxygen from living plants
D. Reduce operating costs while delivering high quality services

Answer: B

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