Vendor: IBM

Exam Code: M2010-720

Exam Name: TRIRIGA Real Estate and Facility

Management Sales Mastery Test v1

Version: DEMO

QUESTION 1
TRIRIGA Projects offers enterprise project management, program management, fund source management and vendor bid management capabilities to deliver which business benefits?

A. Simplified navigation and control, adaptive portal layouts and streamlined application processes
B. Comprehensive suite of operational and analytical applications
C. Single technology platform, scalability and enterprise interoperability
D. All of the above

Answer: C

QUESTION 2
Identify the license type which allows converting a concurrent core license to the Integrated Workplace Manager (IWM) license.

A. Allowed under the S&S contract
B. One-time upgrade license
C. Trade-up license
D. Must purchase an additional IWM license

Answer: C

QUESTION 3
What is a benefit of the TRIRIGA Workplace Enterprise-Class Application system?

A. A single suite of modular applications that manages across the entire workplace function
B. Five low-cost stand-alone applications integrated using Omnibus and SOAP interfaces
C. Automates EH&S regulatory compliance
D. Fully compliant with Sarbanes-Oxley regulatory requirements

Answer: A

QUESTION 4
All pricing includes first year maintenance and support.

A. True
B. False
C. Only for first-time purchases of the software
D. Only for additional license purchases after initial order

Answer: A

QUESTION 5
TRIRIGA Projects offers enterprise project management, program management, fund source management and vendor bid management capabilities to deliver which business benefits?

A. Identifies program funding priorities to streamline project portfolio management
B. Analyzes project risks and rewards to improve project planning decisions
C. Increases effectiveness of project delivery to accelerate project schedules

D. All of the above

Answer: B

QUESTION 6
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 7
What is a good way to communicate the quantified benefits of the TRIRIGA IWMS system to a prospect?

A. Setup a site visit with an existing customer.
B. A Business Value Analysis whose goal is to quantify potential benefits based on best practices and proven customer results.
C. Invite the prospect to attend PULSE to hear results from peers in the industry.
D. Make up some numbers and name-drop various analyst reports.

Answer: A

QUESTION 8
Licensee must obtain an entitlement for each Install of the Program on a Java Application Server (e.g. Webshpere. JBoss, WebLogic).

A. True
B. False
C. Only for first-time purchases of the software
D. Only for additional license purchases after initial order

Answer: A

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