

100% Money Back
Guarantee

Vendor: IBM

Exam Code: M2010-727

Exam Name: Cloud and Smarter Infrastructure Cloud &
Service Management Sales Mastery v1

Version: Demo

QUESTION 1

IBM has identified a market shift in buyers from traditional IT toward what role?

- A. Marketing
- B. Operations
- C. Line of business

Correct Answer: A

QUESTION 2

Which of the following are unique value propositions for IBM's APM solutions?

- A. IBM offers on-premise, SaaS and hybrid monitoring solutions
- B. IBM has monitoring for modern languages like Python, Ruby and PHP
- C. IBM offers flexible licensing options including perpetual and SaaS
- D. All of the above

Correct Answer: C

QUESTION 3

Why do customers need an orchestrator?

- A. Customers are looking for end to end automation of cloud service delivery to achieve greater returns
- B. Provisioning play a key role, but is just one of many steps that must be automated
- C. Each customer has unique requirements to integrate with existing data center processes and tools.
- D. All of the above

Correct Answer: D

QUESTION 4

Standards-based Cloud offerings are designed to enable next generation architectures to:

- A. Drive enhanced visibility, control and automation from operational big data with cloud- optimized analytics
- B. Optimize services and control risk in cloud environments with dynamic management, storage and security
- C. Deploy intelligent, hybrid workloads with flexible, open orchestration across resources, workloads and services
- D. All of the above

Correct Answer: D

QUESTION 5

Where is the one place where Business Partner Sellers can find presentations, pricing details, links to demonstrations and white papers on IBM APM?

- A. The IBM sales kit on PartnerWorld
- B. The IBM Service Management Connect site
- C. The Tivoli RFE community
- D. The new C&SI Landing page

Correct Answer: A

QUESTION 6

The EMA Radar Reports shows IBM as number 1 for:

- A. Solution Impact and resource efficiency
- B. Driving CAPEX cost down
- C. Server, networking, storage & middleware
- D. Cloud platform management

Correct Answer: A

QUESTION 7

Which of the following are key value propositions for SaaS monitoring?

- A. Rapid deployment of new services
- B. Small budget or small team
- C. Easier to use and less skill required to use
- D. All of the above

Correct Answer: D

QUESTION 8

What are three key benefits of Optimize?

- A. Breadth of searchable data, built-in expertise, and embedded analytics
- B. Improve user satisfaction, simplify IT administration, and gain operational insight
- C. Simplified behavioral learning, heterogeneous environment support and machine learning algorithms
- D. Improve user satisfaction, built-in expertise and machine learning algorithms

Correct Answer: B

QUESTION 9

What solutions are the building blocks towards an agile, flexible and optimized environment?

- A. Virtualization Optimization
- B. Cloud Enabled Data Center
- C. Virtualization Optimization and the Cloud Enabled Datacenter
- D. None of the above

Correct Answer: D

QUESTION 10

What percentages of IT leaders are approaching cloud more strategically?

- A. 82
- B. 31
- C. 25
- D. 70

Correct Answer: B

QUESTION 11

Which of the following servers are counted as a Managed Virtual Server in Netcool Operations Insight?

- A. Managed virtual machines running on an ESX server
- B. An unpartitioned physical server
- C. Managed logical partitions
- D. Integrated Facility for Linux (IFL) processors
- E. All of the above

Correct Answer: E

To Read the [Whole Q&As](#), please purchase the [Complete Version](#) from [Our website](#).

Trying our product !

- ★ **100%** Guaranteed Success
- ★ **100%** Money Back Guarantee
- ★ **365 Days** Free Update
- ★ **Instant Download** After Purchase
- ★ **24x7** Customer Support
- ★ Average **99.9%** Success Rate
- ★ More than **69,000** Satisfied Customers Worldwide
- ★ Multi-Platform capabilities - **Windows, Mac, Android, iPhone, iPod, iPad, Kindle**

Need Help

Please provide as much detail as possible so we can best assist you.

To update a previously submitted ticket:



 One Year Free Update <p>Free update is available within One Year after your purchase. After One Year, you will get 50% discounts for updating. And we are proud to boast a 24/7 efficient Customer Support system via Email.</p>	 Money Back Guarantee <p>To ensure that you are spending on quality products, we provide 100% money back guarantee for 30 days from the date of purchase.</p>	 Security & Privacy <p>We respect customer privacy. We use McAfee's security service to provide you with utmost security for your personal information & peace of mind.</p>
---	---	--

[Guarantee & Policy](#) | [Privacy & Policy](#) | [Terms & Conditions](#)

Any charges made through this site will appear as Global Simulators Limited.

All trademarks are the property of their respective owners.

Copyright © 2004-2015, All Rights Reserved.