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Exam : **00M-653**

Title : IBM Emptoris Strategic Supply Management Sales Mastery Test v1

Version : DEMO

1.There are many benefits derived from Emptoris Sourcing.
Which is not one?
A.Enforce compliance to standard process
B.Actively monitor supplier risk
C.Increase Adoption with RFx Wizards and Templates
D.Analyze "Non-Price" Factors to award suppliers
Answer: A
Reference:http://www-304.ibm.com/industries/publicsector/fileserve?contentid=243307

2.A customer would NOT use Contract Management to become best in class via:
A.Obligation control
B.Contract Authoring
C.Gaining Contract Visibility
D.Running eAuctions
Answer: D

3.Who is not a main stream competitor?
A.SAP
B.Upside
C.Ariba
D.Hiperos
Answer: D
Reference:http://blogs.forrester.com/andrew_bartels/11-12-15ibms_acquisition_of_emptoris_moves_it_squarely_into_the_epurchasing_software_market_watch _out_for_f

4.From the selection list below, which option best describes why a customer would purchase the Spend Analysis solution?
A.Manage "at risk" suppliers
B.Move contracts through faster to win more deals
C.To bring more spend under management
D.Guarantee more "on-time" delivery from suppliers
Answer: C
Reference:https://www.google.com/url?sa=t&rct=j&q=&esrc=s&source=web&cd=7&cad=rja&ved=0CFsQFjAG&url=http%3A%2F%2Fassetsproduction.govstore.service.gov.uk%2FGiii%2520Attachments%2FIBM%2520UNITED%2520KINGDOM%2520LTD%2FBids%2FArchive1%2FIBM_G_Cloud_III%2520V1.1%2FIBM%2520Emptoris%2520Shared%2520Service%2520%2520Service%2520Description%2520v5.3%2520Feb%25202013.docx&ei=Ot9KUoroAo2w4QTrmoHQCA&usg=AFQjCNFhcgaajHtmrSdztzU3QxC-YjzdVw&sig2=x8ujBpRKzM1NC-SRv2ByQg

5.In cases where a prospect has multiple instances of ERP systems, Emptoris' Spend Analysis value proposition most accurately reflects:
A.Ability to pull these sources together, cleansing the data and providing a single common view of a process.

B.Provide a document management approach as opposed to a continuous synchronization of the document with the data base
C.A proven track record of capturing savings in categories such as ingredients, raw materials, assemblies, transportation, IT, facilities.
D.Segment the supplier base across multiple categories, geographies, and business units to manage performance and evaluate capabilities at a local or global dimension.
Answer: A