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Exam : **M2010-727**

Title : Cloud and Smarter Infrastructure Cloud & Service Management Sales Mastery v1

Version : DEMO

1.IBM has identified a market shift in buyers from traditional IT toward what role?
A. Marketing
B. Operations
C. Line of business
Answer: A

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
Answer: C

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
Answer: D
Reference:http://www.slideshare.net/annalandolfi/ibm-smart-cloud-orchestrator

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
Answer: D

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
Answer: A

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

Answer: A
Reference:http://www.manageengine.com/it360/ema-radar-addm.pdf(page 19, see figure 11)

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
Answer: D
Reference:https://www.ibm.com/developerworks/community/wikis/form/anonymous/api/wiki/24c359b7-e8d1-4927-964f-fcb443e04a7b/page/d148aa4e-5716-4e78-83a268b0c4bb7353/attachment/a2566773-c958-4811-86f4-a84cf011e39c/media/CSI-StraightTalk_APMaaS.pptx(slide 3)

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
Answer: B

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
Answer: D

10.What percentages of IT leaders are approaching cloud more strategically?
A. 82
B. 31
C. 25
D. 70
Answer: B