



EndExam

QUESTION & ANSWER

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Exam : M8060-653

**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/fileservice?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=AFQjCNFhcgaajHtmrSdzU3QxC-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