



# IBM Intelligent Operations Center-Water & Transportation Sales Mastery Test v1

Version: 6.0

[Total Questions: 44]

http://www.maitiku.com QQ:860424807



## **Question No:1**

Which one of the following asset are NOT already available with the IOC?

- A. Weather for Operations
- B. City Pulse
- C. Connection to SCADA (Supervisory Control and Data Acquisition) Ladder Language
- **D.** Resource Management

Answer: C

## Question No : 2

Which of the following are NOT key personas to target for a sale in a Water utility?

- A. General Manager/ Deputy GM
- **B.** Utility CIO
- C. IT Administrator
- D. Water Operations Director

#### Answer: D

#### **Question No:3**

Which one of the following is NOT listed as an unseen value of the IOC?

- A. Evolution roadmap
- B. Supports 45 world languages
- C. Guaranteed standard support
- D. Well documented

#### Answer: B

Reference:http://www-01.ibm.com/support/docview.wss?uid=swg24033281

#### **Question No:4**



When you are selling the value proposition of the IOC you should explain the seen and unseen value of the IOC solution.

What is a good example of unseen value?

**A.** The IOC has a guaranteed standard support L1, L2, L3 structure; custom solutions suffer from knowledge decay within the organization over time

B. The IOC can be accessed via mobile devices.

**C.** If the IOC is not exactly what your customerneeds, you can access and use the applications that make up the IOC

**D.** The IOC can be hosted on a PC

#### Answer: B

Reference:http://www-01.ibm.com/support/docview.wss?uid=swg27036248&aid=1(page 24, see installing the mobile application on a mobile device)

# **Question No:5**

Who are the leading competitors for the Intelligent Transportation product?

- A. AECOM and Veolia
- B. HP and Cisco
- **C.** Telvent, Siemens and Delcan
- D. Cellint and TSS

#### **Answer: A**

# **Question No:6**

Which of the following are the 3-types of customers to target?

- A. Water Innovators, Early Adopters and Early Majority
- B. Water Innovators, Late Majority, Traditionalists
- C. Early Majority, Late Majority, Traditionalists
- D. Water Innovators, Early Adopters, Traditionalists

#### Answer: A