

**IBM 000-M225**

**M225 IBM Tivoli Internet Security Systems Sales  
Mastery Test v2  
Version: 4.0**

**QUESTION NO: 1**

Based upon discussions with several different vendors, a client has requested an Intrusion Prevention System (IPS) competitive evaluation. What action should the seller take?

- A. Request that IBM Global Finance deliver evaluation equipment to the client
- B. Complete the evaluation agreement form, and deliver the equipment to the client for testing
- C. Provide the client with a tour of a Global Security Operations Center to showcase the capabilities of IBM security products
- D. Work with a Systems Engineer to schedule delivery and implementation of the evaluation product in the client's environment.

**Answer: D**

**Explanation:**

**QUESTION NO: 2**

A Business Partner identifies a large intrusion prevention and managed services opportunity with a long-term client. Because of the size of the opportunity, the IBM Sales Representative recommends engaging the local IBM Security Specialist.

Which statement is correct regarding this opportunity?

- A. The Business Partner refers the opportunity to the IBM Specialist and receives a 20% finder's fee
- B. The IBM Specialist takes control of the opportunity and the Business Partner fulfills the order.
- C. The IBM Specialist provides a client business plan to the IBM Sales Representative to guide the Business Partner.
- D. The Business Partner keeps ownership of the progression of the opportunity while the IBM Specialist provides support.

**Answer: D**

**Explanation:**

**QUESTION NO: 3**

An IBM Business Partner is planning a security event for several regional clients in the retail industry. Which actions should an IBM Business Partner take?

- A. Research Partner World for industry specific marketing collateral.
- B. Engage Techline to develop presentation content and help pay for a local venue.
- C. Ask IBM to send out invitations to their clients
- D. Engage their IBM Security Representative and request support from Channel Marketing to

obtain a reputable industry security speaker for the event and to help with invitations, presentation content, and logistics

**Answer: D**

**Explanation:**

#### QUESTION NO: 4

IBM Security positions its products as being "ahead of the threat-How is this achieved?

- A. By relying on regular signature updates.
- B. By not disclosing vulnerabilities until a patch is available for products.
- C. By not relying on signature updates and utilizing heuristics.
- D. By taking feeds from the global Managed Security Services operation and providing updates in real time.

**Answer: C**

**Explanation:**

#### QUESTION NO: 5

What is the name of the IBM Security research and development organization?

- A. Global Security Operations Center
- B. X-Force
- C. X-Cert
- D. Security Intel Resource

**Answer: B**

**Explanation:**

#### QUESTION NO: 6

A client is concerned about the number of security agents currently supported on its desktop image. What should the Systems Engineer discuss?

- A. How IBM Security Network Intrusion Prevention System appliances reduce the risk of infection or breach and mitigate the need for most security agents on the desktops.
- B. How completing a data classification study allows IBM to help the client understand where its data security risks reside
- C. How the IBM Security Tivoli Endpoint Manager strategy will provide the client with one

framework for host management and security.

**D.** How Enterprise Scanner can automate vulnerability assessment and reduce the number of endpoint security agents currently used

**Answer: C**

**Explanation:**

#### **QUESTION NO: 7**

How does IBM Security offer end-to-end security today?

**A.** Continually looks for product updates and enhancements and actively works with the Research & Development community.

**B.** Evaluates gaps in the IBM Security Framework and acquires the appropriate security vendors

**C.** Offers a free Security Health Scan to any client.

**D.** Provides the industry's broadest information security training and certification courses.

**Answer: A**

**Explanation:**

#### **QUESTION NO: 8**

A client has deployed SourceFire Intrusion Prevention System appliances but finds it challenging to keep up with the constant flood of signatures What is the best IBM Security technology differentiator?

**A.** Protocol Analysis Module in IBM Security host, endpoint, and network solutions.

**B.** Content Analyzer function in IBM Security Intrusion Prevention System appliances

**C.** The decryptions function in IBM Security Server Sensor.

**D.** IBM Security SecurityFusion Module function in IBM Security SiteProtector.

**Answer: A**

**Explanation:**

#### **QUESTION NO: 9**

Which of the following is the best way to educate a potential client on the full range of IBM security solutions and win the account?

**A.** Send the client the latest Gartner report showing IBM Security in the magic quadrant along with McAfee, Symantec, and SourceFire.