

**IBM 00M-640**

**IBM Enterprise Content Management Sales Mastery**  
**Test v2**  
**Version: 4.1**

**QUESTION NO: 1**

The Information Governance Reference Model provides a responsible model for stakeholders for efficient information governance and management.

Which of the stated Information Governance steps are MOST important?

- A. Hold, Discover
- B. Retain, Archive, Dispose
- C. Store, Secure
- D. All of the above.

**Answer: D**

Reference: <http://www.edrm.net/wp-content/uploads/downloads/2011/12/White-Paper-EDRM-Information-Governance-Reference-Model-IGRM-and-ARMAs-GARP-Principles-12-7-2011.pdf>  
(page 11)

**QUESTION NO: 2**

Solutions that enable precise holds and IT transparency, targeted collection, and internal culling, review and assessment, can reduce costs by the following ways EXCEPT:

- A. Avoiding unnecessary data accumulation and collection with confidence
- B. Improving case strategy, reduce collected volume and enterprise burden
- C. Facilitating production and presentation of evidence to courts
- D. Reducing high processing and outside review costs

**Answer: C**

**Explanation:**

**QUESTION NO: 3**

Pre-configured Datacap Capture solutions are available for the following applications:

- A. Import/export and accounts payable
- B. Medical claims and student survey processing
- C. Accounts payable and medical claims
- D. Accounts payable and human resources

**Answer: C**

Reference: <http://www-01.ibm.com/common/ssi/cgi-bin/ssialias?subtype=ca&infotype=an&appname=iSource&supplier=897&letternum=ENUS211-017>

**QUESTION NO: 4**

How does Production Imaging Edition (PIE) compare against competing solutions from Kofax, Documentum, Open Text, etc?

- A. PIE is the only complete solution, comprising capture, content management, workflow, and viewing / annotation / redaction
- B. PIE is the only solution sold as one part number
- C. PIE is the only solution that can be extended to Case Management, Lifecycle Governance, Content Analytics, and more
- D. All of the above

**Answer: C**

Reference:

[http://sumerge.com/pipermail/sales\\_sumerge.com/attachments/20120219/05c7834c/attachment-0007.pdf](http://sumerge.com/pipermail/sales_sumerge.com/attachments/20120219/05c7834c/attachment-0007.pdf) (page 8, Important things you should know about PIE, second bulleted point)

**QUESTION NO: 5**

What is the best description for defensible disposal?

- A. IT is able to track disposed information
- B. Legal has visibility into what information IT has disposed of
- C. IT can dispose of information in compliance with preservation and retention policy
- D. RIM disposes of paper records held in storage for more than 10 years

**Answer: C**

**Explanation:**

**QUESTION NO: 6**

IT has the data, but often does not execute on the retention schedule because: