IBM

Exam M2010-720

TRIRIGA Real Estate and Facility Management Sales Mastery Test v1

Version: 7.0

[Total Questions: 50]

Question No : 1

IBM TRIRIGA enterprise software and services drive business value across three key areas of performance, including:

A. Real Estate Management. Asset Management, and Portfolio Management
B. Real Estate. Projects, and Energy
C. Supply Chain. MRO.and Environmental
D. Operational. Financial, and Environmental

Answer: D

Reference:http://www.slideshare.net/IBMDK/pcty-2012-tririga-space-og-energy-management-v-jens-cajus

Question No : 2

To determine concurrent software license requirements, what is the ratio IBM suggests for (A) core solutions. (B) self-service and (C) Offline Forms?

A. 1:1. (B) 10:1 and (C) 3:1
B. 3:1. (B) 50:1 and (C) 1:1
C. 4:1. (B) 50:1 and (C) 10:1
D. Estimate 3:1 for all licenses

Answer: B

Question No : 3

What is the best response to Gartner's caution to "Organizations looking for a Cloud solution"?

A. IBM provides both on-premise and Cloud deployments, hosting with IBM and SaaS through Business Partners
B. Determine the level of service they want to perform at and balance the resources against this level of service at an appropriate cost level to accomplish positive profit position.
C. IBM's Hosting Services offer world-wide Cloud-based solutions
D. IBM TRIRIGA is best deployed on-premise because it is an Enterprise-class solution

Answer: B

Question No : 4

What is a good way to communicate the quantified benefits of the TRIRIGA IWMS system to a prospect?

A. Setup a site visit with an existing customer.
B. A Business Value Analysis whose goal is to quantify potential benefits based on best practices and proven customer results.
C. Invite the prospect to attend PULSE to hear results from peers in the industry.
D. Make up some numbers and name-drop various analyst reports.

Answer: B

Question No : 5

Identify how IBM TRIRIGA helps accelerate preparedness with new lease accounting rules.

A. Prebuilt OSCRE-compliant templates to accelerate loading of lease information
B. Site selection and scenario modeling to increase return on assets
C. Prebuilt financial assumption management and reporting to achieve auditable lease accounting
D. All of the above

Answer: B
Reference:http://public.dhe.ibm.com/common/ssi/ecm/ti/en/tij14001usen/TIJ14001USEN.PDF

Question No : 6

What is a benefit of the TRIRIGA Workplace Enterprise-Class Application system?

A. A single suite of modular applications that manages across the entire workplace function
B. Five low-cost stand-alone applications integrated using Omnibus and SOAP interfaces

C. Automates EH&S regulatory compliance
D. Fully compliant with Sarbanes-Oxley regulatory requirements

Answer: A

Explanation:

IBM TRIRIGA V10.3.2 suite delivers a single integrated workplace management system that helps increase visibility into underperforming facilities, resources, and process; improves control of facility occupancy and operating costs; and automates time-consuming activities to increase the operational efficiency and organizational effectiveness of real estate, facility management, and environmental sustainability functions within medium and large-sized commercial and public enterprises.

Reference:http://www-01.ibm.com/common/ssi/ShowDoc.wss?docURL=/common/ssi/rep_ca/5/897/ENUS213-555/index.html&lang=en&request_locale=en

Question No : 7

What two major points are identified in the 2013 Gartner Magic Quadrant for IWMS?

A. States that IWMS as "ideally" built on a single technology platform and single database repository
B. Cautions that six of the eleven vendors about an inadequate quantity and quality of implementation and support resources
C. Advises clients to implement real estate functionality within their ERP before considering an IWMS suite
D. Both A and B
E. Both A and C

Answer: E

Reference:http://static1.squarespace.com/static/53503de4e4b09b70f38f96a9/t/537e1185e4b073a7c434ded5/1400770949609/iwms

Question No : 8

TRIRIGA Projects offers enterprise project management, program management, fund