

IBM

Exam M2020-720

TRIRIGA Real Estate and Facility Management Sales Mastery Test

v1

Version: 7.0

[Total Questions: 50]

Question No : 1

TRIRIGA Projects offers enterprise project management, program management, fund source management and vendor bid management capabilities to deliver which business benefits?

- A. Integration of scope, schedule and cost management
- B. Microsoft Projects bi-directional integration
- C. Embedded Excel spreadsheet models and macros
- D. Paper invoice scanning software

Answer: A

Reference: <http://www.brg.com/TRIRIGA/IWMS---Workplace-Enterprise-Management> (see project management)

Question No : 2

TRIRIGA Projects offers enterprise project management, program management, fund source management and vendor bid management capabilities to deliver which business benefits?

- A. Integration of standard OSCRE space data
- B. Advanced space scenario planning, integrated CAD tools and automated move management
- C. Embedded Excel spreadsheet models and macros
- D. Print to PDF and JPG capabilities

Answer: B

Question No : 3

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 : 4

What key characteristics of "Leader" does Gartner identify?

- A. Offer low-cost services and software licenses
- B. Have revenues exceeding S2 Billion
- C. Evidence strength in applications and platform technology, strong operational, organizational and financial strength, and strong customer vision and product road-map
- D. Have multiple, stand-alone product offerings for a complete IWMS solution

Answer: C

Reference: <http://www.bloomberg.com/article/2013-12-19/aSSXTDd9Jya4.html>

Question No : 5

TRIRIGA Projects offers enterprise project management, program management, fund source management and vendor bid management capabilities to deliver which business benefits?

- A. Improve real estate performance to achieve financial goals
- B. Reduce cost and number of database and statistical analysts on staff
- C. Compensate individual contributors in the organization on a job well done
- D. Prepare for potential merger and acquisition activity

Answer: A

Reference: <http://www.brg.com/TRIRIGA/WPM---Workplace-Performance-Management>
(second para)

Question No : 6

According to an IBM survey of 130 executives, ninety two percent (92%) of organizations have an energy and environmental strategy. Why target buildings to achieve their goals?

- A. Building wiring wastes nearly 22% of the electricity flowing through them
- B. The Heating and Air Conditioning systems produce 88% of all CO₂
- C. Buildings represent 75% of all energy consumption, and by 2025 will be the largest consumer of energy worldwide
- D. Nobody really targets buildings, but the occupants of the buildings need to be trained on energy saving techniques, like wearing an extra sweater when it is cold
- E. Government rebates encourage companies to retrofit older buildings with new energy efficient equipment

Answer: C

Reference:

http://www.ibm.com/ibm/files/F848701Y58975J82/ICA_CON_2012_Keynote_04122012.ppt

Question No : 7

What are the significant returns that IBM Smarter Building solution can bring to organizations?

- A. 40% less energy. 85% higher occupancy, and 18% rise in productivity
- B. 55% fewer workspaces required, 2% less water consumed
- C. Eliminate 31.8% air particulates. 100% pure water through osmosis filtering
- D. Reduce energy consumption and improve workforce health 100%
- E. Increase innovation and developer productivity by 25%

Answer: A

Reference: [https://www-](https://www-950.ibm.com/events/www/grp/grp021.nsf/vLookupPDFs/IBM%20Roundtable%20161214%20Chad%20Smith/$file/IBM%20Roundtable%20161214%20Chad%20Smith.pdf)

[950.ibm.com/events/www/grp/grp021.nsf/vLookupPDFs/IBM%20Roundtable%20161214%20Chad%20Smith/\\$file/IBM%20Roundtable%20161214%20Chad%20Smith.pdf](https://www-950.ibm.com/events/www/grp/grp021.nsf/vLookupPDFs/IBM%20Roundtable%20161214%20Chad%20Smith/$file/IBM%20Roundtable%20161214%20Chad%20Smith.pdf) (page 7)