

IBM

Exam M2065-647

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

Version: 6.0

[Total Questions: 44]

Question No : 1

How many transportation events should be used to price IBM Intelligent Transportation for speed measured for every 5 minutes for 50 links and 12 hours a day?

- A. 108,000
- B. 216,000
- C. 532,000
- D. 4.32M

Answer: B

Question No : 2

Which competitor is considered to play in the cross domain IOC space?

- A. Mitsubishi
- B. Arup
- C. HP
- D. Telvent

Answer: B

Question No : 3

The 3 business segments to primarily focus on for IBM Intelligent Transportation are:

- A. City traffic agency, city public transit agency and transportation asset management services
- B. City traffic agency, state or province DOT, and city public transit agency
- C. City public transit agency, air traffic control, and city traffic agency
- D. City traffic agency, state or province DOT, and transportation construction companies

Answer: A

Question No : 4

Which of the following is NOT a feature of the Non Revenue Water (NRW) asset?

- A. Non-invasive method of detecting leaks
- B. Dynamic pressure management to minimize leaks
- C. Optimizes valve placement
- D. Better Customer Management

Answer: D

Question No : 5

Knowing what is behind the 3Ps of the IOC sales enablement material will help you formulate a solution. What are they?

- A. Price, Place & Philosophy
- B. Product, Process & People
- C. Persistence, Pluck, persuasion
- D. Protection, Precaution & Preconditions

Answer: B

Question No : 6

What are the two functional components of the Intelligent Water v1.0 Product?

- A. Device Management and Usage analysis
- B. Work Optimization and Usage Analysis
- C. Weather correlation and Device Management
- D. Leak Detection and Weather correlation

Answer: B

Question No : 7

Which set of IBM Intelligent Transportation solutions are required to integrate 3rd party traffic light control and variable message sign applications?