

ISLEVER

# M2050-654

IBM Emptoris Telecom Expense Management  
Sales Mastery Test v1

DEMO

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**QUESTION NO: 1**

In TEM what does the acronym "BYOD" stand for?

- A. Buy Your Own Data
- B. Beyond Data
- C. Bring Your Own Device
- D. Bring Your Own Design

**Answer: C**

**Explanation:**

**QUESTION NO: 2**

The global TEM Compounded Annual Growth Rate (CAGR) is approximately:

- A. 10%
- B. 12%
- C. 17%
- D. 21%

**Answer: C**

Reference:<http://www.reportlinker.com/p0787925/Global-Telecom-Expense-Management-Market.html>(see first para on the page)

**QUESTION NO: 3**

Which of the following are considered "tier 1" competitors?

- A. Tangoe
- B. SAP
- C. AT & T
- D. Telesoft

**Answer: A**

**Explanation:**

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**QUESTION NO: 4**

Which of the following statements is false?

- A. IBM offers a fully automated TEM lifecycle solution across the telecom infrastructure including data, voice, and mobile assets
- B. The IBM offer focuses on wireless telecomm assets only
- C. The IBM offer includes all critical TEM processes required by the Gartner TEM definition
- D. The IBM offer is composed of multiple software platforms

**Answer: B**

**Explanation:**

**QUESTION NO: 5**

Customers are indicating a desire for termination-at-will contracting, which indicates:

- A. Short sales cycles
- B. A vote of no confidence
- C. Good buyer relationships
- D. Low cost purchase

**Answer: A**

**Explanation:**

**QUESTION NO: 6**

Which of the following is most likely to overlap with TEM requirements in a TEM sales cycle?

- A. CRM
- B. Utilities expense management requirements
- C. Network management requirements
- D. IThelp desk requirements

**Answer: B**

**Explanation:**

**QUESTION NO: 7**

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In 2011, deal numbers and deal size have:

- A. Reduced significantly
- B. Reduced
- C. Increased
- D. Increased significantly

**Answer: D**

**Explanation:**

**QUESTION NO: 8**

Which of the following statements is NOT correct?

- A. Accenture pricing is typically higher than other TEM providers
- B. Accenture delivers TEM services based on an Accenture developed TEM platform
- C. Accenture has broad and deep based operations which enables them to service customers globally
- D. Accenture can deliver project based consulting services bundled with TEM services

**Answer: C**

**Explanation:**

**QUESTION NO: 9**

According to Gartner, the industry average contract length is trending to:

- A. 12 months
- B. 24 months
- C. 36 months
- D. 48 months

**Answer: A**

**Explanation:**

**QUESTION NO: 10**

For how many years has Garner published a Magic Quadrant for TEM Services?