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M2070-640

IBM Enterprise Content Management Sales
Mastery Test v2

DEMO

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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 (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:

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- A. Backup tapes are recycled on a regular basis.
 - B. IT likes to keep everything anyway.
 - C. They have no actionable view of global policy and legal holds that apply to their information assets.
 - D. All of the above.

Answer: C

Explanation:

QUESTION NO: 7

Why will your customers care about Content Manager OnDemand?

- A. Because it helps them provide better customer service
- B. Because it generates a fast and significant ROI by reducing print and storage costs
- C. Because it provides a replacement for outdated report management systems
- D. All of the above

Answer: B

Reference: <ftp://public.dhe.ibm.com/software/data/cmgr/pdf/ondemandmp.pdf> (page 1, highlights)

QUESTION NO: 8

What does Advanced Case Management provide?

- A. A single integrated platform for intelligent imaging
- B. Solution sets for legal, IT and RIM stakeholders to lower cost and risk
- C. An integrated user experience and powerful analytics for better outcomes
- D. Ability to search, assess and analyze large volumes of text in order to understand and determine relevant insight quickly

Answer: C

Reference: [https://www-950.ibm.com/events/wwc/ca/canada.nsf/vLookupPDFs/Keynote_-_David_Yockelson/\\$file/Keynote%20-%20David%20Yockelson.pdf](https://www-950.ibm.com/events/wwc/ca/canada.nsf/vLookupPDFs/Keynote_-_David_Yockelson/$file/Keynote%20-%20David%20Yockelson.pdf) (18th slide)

QUESTION NO: 9