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Exam : **M2020-701**

Title : IBM Maximo Enterprise Asset
Management Sales Mastery
Test v4

Vendor : IBM

Version : DEMO

NO.1 Which is NOT a challenges for life sciences industry?

- A. Rising healthcare costs put pressure on cost and favoring generic drugs.
- B. The industry is entering a wave of patent expiration, in which \$80 billion in drug revenue comes off patent.
- C. Increasing Global Regulatory Compliance pressures delaying new drugs and increasing focus on Post Market Surveillance
- D. Increasing number of employees who are mobile.

Answer: D

NO.2 When you talk to a prospective client, what you would mention to the client?

- A. You may need two separate platforms to manage IT assets and enterprise assets, because SCCD and Maximo cannot run on a single platform.
- B. You may not need SCCD to manage IT-enabled assets.
- C. We can quantity return on investment (ROI) with Tivoli BVA tool, if customer only installs SCCD.
- D. IBM is the only one that can provide service and asset management for both the physical and the digital infrastructure across the enterprise.

Answer: D

NO.3 Maximo for Life Sciences is a solution for life sciences customer to manage their critical assets. Which other Maximo solution is usually integrated with Maximo for Life Sciences?

- A. Maximo for Utilities
- B. Maximo for Linear Asset
- C. Maximo for Calibration
- D. All of the above solutions

Answer: C

Reference: <http://www.edatai.com/content/maximo-life-sciences-calibration>

NO.4 Who should care about reducing facility costs?

- A. Everyone in the organization
- B. Nobody except CEOs
- C. All executives and line managers
- D. Finance executives, Real Estate and Facility Executives, and Sustainability Executives
- E. Only CEOs and CFOs

Answer: D

NO.5 Identify the CORRECT key benefits for EAM customers to install SCCD.

- A. SCCD helps customers to manage non-IT assets
- B. Both Maximo and SCCD run on the same platform to reduce complexity and simplify asset management from end to end.
- C. Decreases ROI because with SCCD and Maximo customers can manage all assets on a single platform.
- D. SCCD helps Maximo customers to manage linear assets.

Answer: B

NO.6 When you talk to a perspective customer who owns both IT assets and physical assets, what is the most compelling reason for the customer to consider IBM Asset Management?

- A. With IBM Asset Management, you can manage both IT assets and physical assets on the same platform
- B. With IBM Asset Management, you can manage IT asset in all life cycles
- C. With IBM Asset Management, you can manage physical assets and can manage IT asset too with a third party solution.
- D. With IBM Asset Management, you can implement supply chain management if you have SCCD installed.

Answer: A

Reference:http://www.ibm.com/smarterplanet/us/en/transportation_systems/nextsteps/solution/J530123H25084G61.html

NO.7 IBM CEO Study surveys many CEOs and public sector leaders to understand key factors that influence their organizations. In the latest study published in 2012, the first three factors that influence their organization are?

- A. Real Estate Management, Asset Management, and Portfolio Management
- B. People Skills, Innovation capabilities, and Environment Issues
- C. Technology, Marketing Factor, and Economy
- D. Technology, Globalization, and Environment Sustainability
- E. Energy Management, Environmental Sustainability, and Technology
- F. Technology factor, people skills, and marketing factor

Answer: F

Reference: http://www.brandchannel.com/images/papers/536_IBMGlobalCEOs.PDF?sp_id=1688

NO.8 What is the most significant differentiator of Maximo for HSE?

- A. Lower operation cost and improved efficiency and service delivery.
- B. Ability to integrate safety and operational related processes.
- C. Health, Safety and Environment and Work & Asset Management all utilizing the same physical asset structures
- D. Fully support a smart meter and enforce Service Level Agreement

Answer: C