

QUESTIONS & ANSWERS

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A sporting goods company wants to start its own retail chain with a limited presence in selected countries to support the branding of selected key products or new product lines. What should the solution advisor do to obtain a better focus on the customer's business problems?

- A. Determine whether the current IT processes are correctly integrated and support the current business comprehensively.
- B. Determine whether there is a Web presence, and if so, determine whether it is efficient enough for supporting the branding of its products.
- C. Determine whether the current business is able to handle the resulting increase in demand and if the existing marketing to retailers needs to be integrated.
- D. Determine whether there are currently issues with the retailers and whether they support the branding of the products according to the marketing strategy of the distributor.

Answer: C

QUESTION: 122

During a backup and recovery test, a car importer determined that some databases are not in sync and that it is almost impossible to resynchronize them. The business requirements allow only a four-hour outage. Which of the following is the first thing the solution advisor should suggest?

- A. Services engagement to identify critical success factors to implement Tivoli Storage Manager
- B. Services engagement to identify the functional components of the backup & recovery architecture
- C. Services engagement to identify and document the current processes and infrastructure for backup and recovery
- D. Services engagement to identify the critical as-is and desired processes and determine the gaps in the backup & recovery architecture

Answer: B

QUESTION: 123

A Solution Advisor was asked to make some short-term recommendations on how an organization could improve their automation levels in the area of Problem Determination and Solution Deployment. Which of the following IBM sales tools is most appropriate to help a customer assess their IT maturity in terms of the On Demand Operating Environment capabilities?

- A. Automation Assessment Tool
- B. Technology Assessment Tool
- C. Executive Assessment Tool
- D. Competitive Advisor Tool

Answer: A

QUESTION: 124

An IT director from a regional banking institution recently attended an industry solutions executive briefing that delivered the on demand operating environment message. The IT director wants to know whether autonomic computing can help reduce the recovery time from outages and has invited a solution advisor to work with them to determine whether autonomic computing will address their outage issues. What is the best course of action for the IT director?

- A. Attend an Automation Innovation Workshop
- B. Attend an Autonomic Computing Strategy Seminar
- C. Participate in an Automation Assessment of their IT
- D. Develop an Autonomic Computing Readiness Assessment

Answer: C

QUESTION: 125

A large retail corporation with several department store chains has deteriorating financial performance. The corporation wants to reduce their operational costs and control spending. To which of the following should the solution advisor map this stated requirement?

- A. Outsource the entire business operation to a third party.
- B. Reduce the cost of operations and control spending through e-procurement.
- C. Acquire an IT company which can help streamline the corporation's business processes.
- D. Create an IT strategic plan which focuses on reducing the cost of operations and control spending.

Answer: D

QUESTION: 126

A business partner is considering hiring a subject matter expert (SME) for the banking industry. Why would this be advantageous? (Select two answers.)

- A. SMEs are knowledgeable in deploying grid technologies in financial institutions.
- B. The business partner becomes more credible by engaging a SME with expertise in the banking industry.
- C. SMEs are skilled in their industry and would be a valuable resource in developing a software architecture.
- D. SMEs are more focused on industry trends and problems and can focus with the prospective client to identify business problems.
- E. SMEs know most of the business problems within their area of expertise enabling them to tell the business person what problems they are experiencing in relation to the industry.

Answer: B, D

QUESTION: 127

An independent insurance company is interested in increasing agents' selling productivity. The current systems are cumbersome and do not communicate with other insurance

companies. Fulfilling comparative quotes requires access to multiple systems, using different userids and passwords, and duplicate data entries. What area should the solution advisor focus on to enhance agent productivity?

- A. Disparate array of databases and business applications to retrieve the correct results
- B. Lack of redundant midrange servers and non-standard processes for maintaining system availability
- C. New applications being slowly deployed that span multiple operating platforms in a hard to manage infrastructure
- D. Lack of company-to-company communications processes and no adoption of industry information exchange standards

Answer: D

QUESTION: 128

A major electronics company is leveraging Innovation enabled by On Demand Business capabilities to increase customer face time for its sales force by 40%. Which of the following financial objectives will the company most likely achieve as a result?

- A. Revenue growth
- B. Risk management
- C. Improved margins
- D. Optimized capital

Answer: A

QUESTION: 129

The IT department of an insurance company identified specific guidelines for hardware and software to be used when submitting a proposed solution. What would be the most appropriate next step for the solution advisor to take?

- A. Schedule a meeting with a developer and project manager.
- B. Review the customer's criteria with a solution architect.
- C. Review with the customer the industry-standard process that should be followed.
- D. Research, analyze and prepare a complete evaluation plan based on a generic template applied at another customer site.

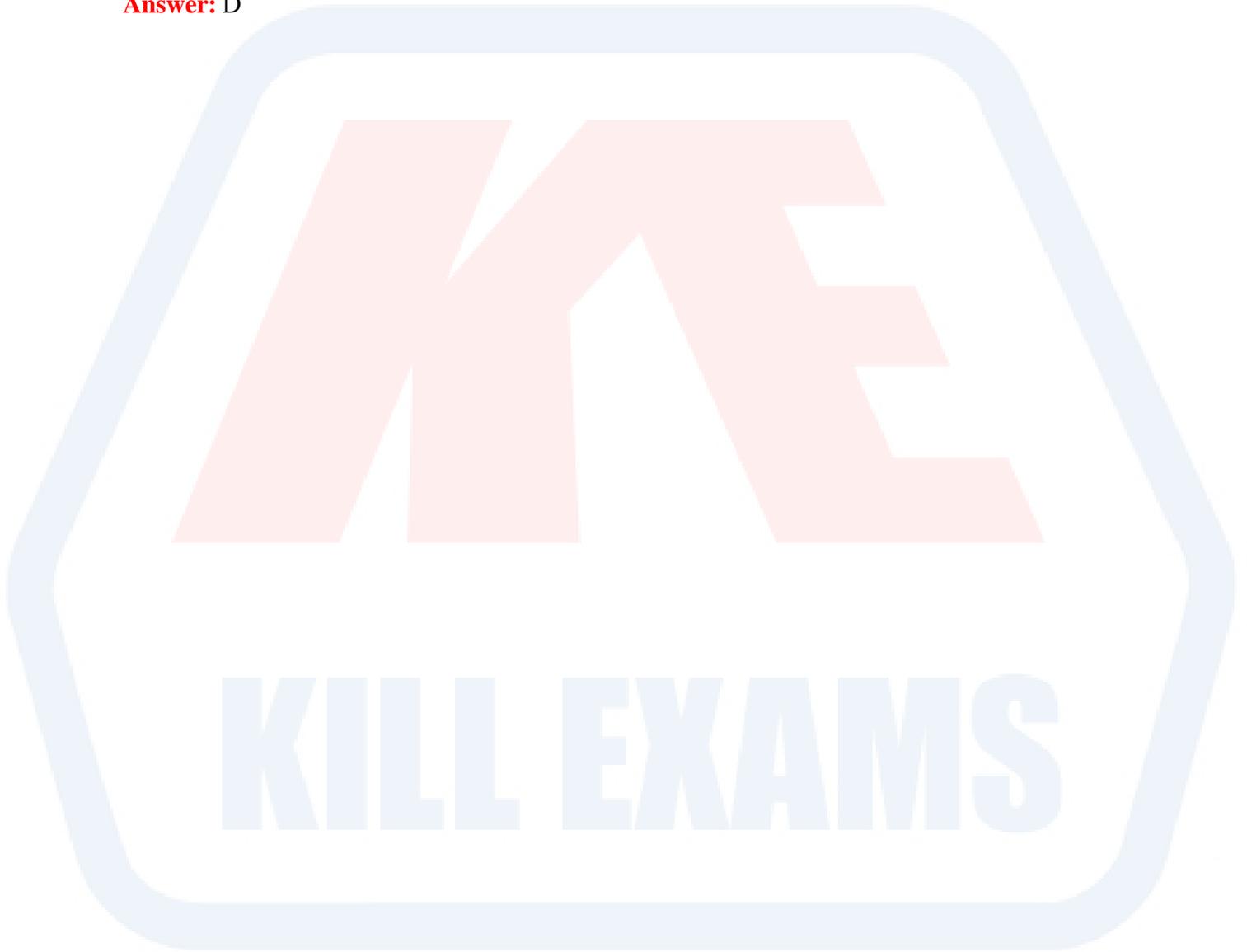
Answer: B

QUESTION: 130

A solution advisor has identified the key business initiatives and associated decision makers in a targeted account. Which of the following IBM sales tools is most appropriate to help the sales team analyze client's performance gaps and develop an opportunity plan that bridges new opportunities to the customer's business initiatives?

- A. Attach Connector Tool
- B. Automation Assessment Tool
- C. Infrastructure Benchmarking Tool
- D. Opportunity Identification and Growth

Answer: D



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