

QUESTIONS & ANSWERS

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IBM

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IBM Tivoli Internet Security Systems(R) Sales Mastery Test v2

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- A. IBM Security offers a comprehensive portfolio of Information Technology security products and services for large organizations only.
- B. IBM Security's pre-emptive security solutions stop internal threats before they impact your business.
- C. IBM Security's approach to information security integrates a centralized management system with point solutions for your entire IT infrastructure.
- D. IBM Security offers an array of point solution pre-emptive Security products and services built on vulnerability-based research and multi-layered security techniques.

Answer: C

QUESTION: 48

A client deployed Cisco CSA agents for laptop users but is dissatisfied with the protection and management capabilities. What IBM Security product should be proposed to this client?

- A. IBM Security Network Intrusion Prevention on System
- B. IBM Security Desktop
- C. IBM Security Server
- D. IBM Security Multi-Function Security

Answer: B

QUESTION: 49

An IBM Business Partner has supplied information with regard to a client opportunity that is scheduled to close next quarter. The end user has expressed an interest in buying but has no capital expenditure budget available. Which of the following actions should the IBM seller perform?

- A. Supply the client with contact details for an IBM Strategic Outsourcing representative.
- B. Speak with another Business Partner that is more likely to close the item this quarter.
- C. Work with the Business Partner and IBM Global Finance to deliver a proposal for funding at a favorable rate.
- D. Suggest that the client schedule a meeting with the Business Partner to evaluate the client's network and configuration needs in order to downsize the project and better fit the budget.

Answer: C

QUESTION: 50

A client is implementing the project of virtualization of their server farms and feels quite confident that thanks to this technology, the company's Security stance will be improved What is the best argument to bring to the table to show the customer that this is not the case?

- A. Explain how rootkits can install on the hardware and virtual network cards of the virtualization server.
- B. Explain how the ESX management platform is the 'key to the castle'.
- C. Explain that the hypervisor is not the single point of failure of the virtualized infrastructure.
- D. Explain that the threats to the virtualized servers remain and that new ones are added by having additional components.

Answer: C

QUESTION: 51

Which three areas of the IBM Security Framework are mainly covered by the legacy Tivoli products?

- A. People and Identity, Data and Information, Application and Process.
- B. Data and Information, Application and Process, Network Server and End Point.
- C. Application and Process, Network Server and End Point, Physical Infrastructure.
- D. People and Identity, Data and Information. Network Server and End Point

Answer: A

QUESTION: 52

A client currently has IBM Security Server Sensor protecting its Windows and Linux servers. What is the best product for the client to migrate to?

- A. IBM Security Endpoint Secure Control
- B. IBM Security Server
- C. IBM Security VX

D. BMSecurityNetwork Intrusion Prevention System

Answer: B



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