Vendor:IBM

Exam Code:M2180-651

Exam Name:IBM PureApplication System Sales
MasteryTest v1

Version: Demo

QUESTION 1

The IBM _____ System is expert at optimally deploying and running applications optimally for rapid time-to-value.

A. Business Management

B. PureApplication

C. Workload Deployer

D. CloudReady

Correct Answer: B

_____

QUESTION 2

Which statement best describes the "consolidate" customer initiative, or use case, of the IBM PureApplicationTM System?

A. Workloads from hundreds of applications can be consolidated, which significantly reduces the total cost of IT operations.

B. Resource utilization rates run routinely in the single digits.

C. Business applications are available even during platform upgrades.

D. It provides dynamic resource allocation to better meet service level agreements.

Correct Answer: A

_____

QUESTION 3

Most IBM PureApplicationTM System whiteboard conversations will have unique outcomes, but the most desired and logical next step in the sales process is which of the following options?

A. An agreement to move forward with a PureExperience offer

B. A purchase order

C. Another whiteboard discussion with the line of business leaders

D. An Express Business Value Assessment (BVA)

Correct Answer: A

_____

QUESTION 4

Which IBM PureApplicationTM System configuration offers 96 cores, 1.5 TB RAM, 6.4 TB SSD storage, 48 TB HDD

storage, and Application Services entitlement?

A. Configuration 1

B. Configuration 2

C. Configuration 3

D. Configuration 4

Correct Answer: A

QUESTION 5

Which resource can you use to prepare for a client discussion to better understand the issues that they are facing that the PureApplicationTM System can address?

A. Gartner\\'s Competitive Analysis

B. Business Value Assessment Workshop

C. The IBM most current annual report

D. The IBM most current CIO study

Correct Answer: B

QUESTION 6

All of the following are resources that can be used when progressing in an IBM PureApplicationTM System engagement EXCEPT which option?

A. Special Bid

B. PureApplicationTM System Tiger Team

C. Team IBM

D. PureApplicationTM Community

Correct Answer: D

QUESTION 7

The IBM PureApplicationTM System is offered in _____ different configurations to meet the different system needs of our customers.

A. Two

B. Four

C. Six

D. Eight

Correct Answer: B

QUESTION 8

_____ are proven best practices for complex tasks that have been optimized to run as built- in executables in the IBM?PureApplicationTM System.

A. Runtime capabilities

B. Patterns of expertise

C. Cloud accelerators

D. Role-based processes

Correct Answer: B

QUESTION 9

What best describes the cumulative business value of the IBM PureApplicationTM System?

A. Resource utilization rates that consistently run in high double digits

B. Significant improvement to an organization\\\'s business agility

C. Ability to meet all service level agreements

D. Significant reduction in unplanned outages

Correct Answer: B

QUESTION 10

The IBM PureApplicationTM System assigns _____ to an application based on the selection made through a single point of management.

A. Server, storage, and networking

B. Virtual machines

C. System prioritization

D. Unique deployment instructions

Correct Answer: D

QUESTION 11

Optimized, deployable application patterns from over a hundred leading Independent Software Vendor (ISV) partners can be downloaded via the _____.

A. IBM PureApplicationTM Management Console

B. IBM Image Construction and Composition Tool

C. IBM Partner Profiling System

D. IBM PureSystemsTM Centre

Correct Answer: D

QUESTION 12

Which patterns offer highly automated deployments using expert patterns, business policy-driven elasticity, and are built specifically for the cloud environment?

A. OS Images for Existing Software Patterns

B. Virtual Application Patterns

C. Virtual System Patterns

D. Hybrid Patterns

Correct Answer: B

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