



M2180-651^{Q&As}

IBM PureApplication System Sales MasteryTest v1

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QUESTION 1

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

QUESTION 2

Most IBM PureApplication™ 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 3

The IBM PureApplication™ System resources are "virtualized and pooled," which means they are _____.

- A. Cloud ready
- B. Patterned
- C. Optimized
- D. Component redundant

Correct Answer: A

QUESTION 4

What best describes the cumulative business value of the IBM PureApplication™ 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 5

Which one of the following capabilities of the IBM PureApplication™ System includes deeply integrating and tuning hardware and software in a single, ready-to-go system?

- A. Built-in expertise
- B. Integration by design
- C. Simplified experience
- D. Automation control

Correct Answer: B

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