

Exam : M2050-654

Title : IBM Emptoris Telecom
Expense Management
Sales Mastery Test v1

Version : DEMO

1. In TEM what does the acronym "BYOD" stand for?

- A. Buy Your Own Data
- B. Beyond Data
- C. Bring Your Own Device
- D. Bring Your Own Design

Answer: C

2. The global TEM Compounded Annual Growth Rate (CAGR) is approximately:

- A. 10%
- B. 12%
- C. 17%
- D. 21%

Answer: C

Explanation:

Reference:

<http://www.reportlinker.com/p0787925/Global-Telecom-Expense-Management-Market.html>

(see first para on the page)

3. Which of the following are considered "tier 1" competitors?

- A. Tangoe
- B. SAP
- C. AT & T
- D. Telesoft

Answer: A

4. Which of the following statements is false?

- A. IBM offers a fully automated TEM lifecycle solution across the telecom infrastructure including data, voice, and mobile assets
- B. The IBM offer focuses on wireless telecomm assets only
- C. The IBM offer includes all critical TEM processes required by the Gartner TEM definition
- D. The IBM offer is composed of multiple software platforms

Answer: B

5. Customers are indicating a desire for termination-at-will contracting, which indicates:

- A. Short sales cycles
- B. A vote of no confidence
- C. Good buyer relationships
- D. Low cost purchase

Answer: A

Trying our product !




- ★ **100%** Guaranteed Success
- ★ **100%** Money Back Guarantee
- ★ **365 Days** Free Update
- ★ **Instant Download** After Purchase
- ★ **24x7** Customer Support
- ★ Average **99.9%** Success Rate
- ★ More than **69,000** Satisfied Customers Worldwide
- ★ Multi-Platform capabilities - **Windows, Mac, Android, iPhone, iPod, iPad, Kindle**

Need Help

Please provide as much detail as possible so we can best assist you.

To update a previously submitted ticket:



 One Year Free Update <p>Free update is available within One Year after your purchase. After One Year, you will get 50% discounts for updating. And we are proud to boast a 24/7 efficient Customer Support system via Email.</p>	 Money Back Guarantee <p>To ensure that you are spending on quality products, we provide 100% money back guarantee for 30 days from the date of purchase.</p>	 Security & Privacy <p>We respect customer privacy. We use McAfee's security service to provide you with utmost security for your personal information & peace of mind.</p>
---	---	--

Guarantee & Policy | Privacy & Policy | Terms & Conditions

Any charges made through this site will appear as Global Simulators Limited.

All trademarks are the property of their respective owners.

Copyright © 2004-2014, All Rights Reserved.