

# ***KillTest***

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## **Q&A**

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**Exam** : **00M-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**