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Exam : **M8060-655**

Title : IBM Emptoris Services
Procurement Sales Mastery
Test v1

Vendor : IBM

Version : DEMO

NO.1 Which of the following is NOT true about a qualified Target account for Services Procurement?

- A. They must employ at least 1500 temporary workers
- B. They have challenges managing that spend with their existing processes and tools
- C. They spend a significant amount (\$100m+) on 3rd party service categories
- D. There is a key stakeholder interested in driving change

Answer: A

NO.2 All of the following are generally true about the Services Procurement solutions EXCEPT:

- A. CIOs generally welcome alternatives to in-house ERP solutions
- B. The Solutions are designed for Large Companies with significant services spend
- C. Software as a Service (SaaS) is the most common deployment model
- D. Implementation costs are low and ROI is usually less than 12 months

Answer: A

NO.3 Employment Laws, Worker Safety laws and Privacy laws are 3 examples of:

- A. Compliance issues for any supply chain category
- B. Complexities in procuring services that are typically not seen in goods procurement
- C. Laws that apply to employees but not temporary workers
- D. Laws that apply to temporary workers but not employees

Answer: B

NO.4 For Projects heavily focused on temporary labor spend, this stakeholder group will have heavy influence on policy, strategy, and compliance issues:

- A. Finance
- B. Internal Control
- C. Human Resources
- D. Procurement

Answer: C

NO.5 Ariba's primary competing product for Services Procurement is called:

- A. Ariba Buyer
- B. Ariba Sourcing
- C. Ariba Catalog Manager
- D. Ariba Services Procurement

Answer: D

NO.6 Managed Service Provider (MSP) and Vendor Management System (VMS) fees most typically follow a pricing model that:

- A. Is priced as a percentage of the billings through the program
- B. Is priced on a fixed annual fee basis
- C. Is priced by the number of buyers using the system
- D. Is priced based on the number of assignments filled

Answer: B

NO.7 Which of the following are three Qualification warning signs for services procurement projects?

- A. Global Scale, Large Spend. Decentralized Organization
- B. Multiple Categories, large SAP/Oracle Shot, thousands of suppliers
- C. Only focused on temporary labor, no executive sponsor, departmental initiative
- D. Sponsored by Finance, Pilot project in single business area

Answer: D

NO.8 Emptoris Services Procurement Competes against all of the following, EXCEPT:

- A. Core ERP Finance Modules (AP, etc.)
- B. HR Software Solutions (Peoplesoft, SAP HR)
- C. Enterprise eProcurement Platforms (SAP SRM, Oracle Procurement, Ariba Buyer/Services Procurement)
- D. Vendor Management Systems (VMS) focused on labor (FieldGlass, IQNavigator)

Answer: C