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**Exam :** P6010-040

**Title :** IBM SmartCloud Enterprise+ (SCE+)  
Sales Mastery Test

**Vendors :** IBM

**Version :** DEMO

NO.1 Which feature is a roadmap item for the SCE+ offering?

- A. disaster recovery
- B. virtual machine provisioning
- C. hybrid cloud integration
- D. iSeries operating systems

Answer: A

NO.2 How does a customer notify IBM of a problem?

- A. submitting a service request in the SCE+ portal
- B. registering the problem with its IBM account representative
- C. sending a monitoring alert to the IBM delivery team
- D. opening a ticket with its internal help desk

Answer: A

NO.3 Which two geographical locations were first used to deliver the SCE+ offering? (Choose two.)

- A. Raleigh, North Carolina
- B. Tokyo, Japan
- C. Ehningen, Germany
- D. London, UK
- E. Boulder, Colorado

Answer: A,C

NO.4 A sales professional needs to change the price of a virtual machine (VM). Which option should the sales professional adjust?

- A. European Union labor adder
- B. number of virtual machines
- C. virtual private network (VPN)
- D. data center location

Answer: A

NO.5 A customer plans to use SCE+ virtual private network (VPN) topology-based access. The customer needs more than one virtual local area network (vLAN). Which networking element should the sales professional recommend?

- A. virtual firewall
- B. virtual load balancer
- C. virtual network hub
- D. virtual intrusion detection server

Answer: A

NO.6 Which contractual document should a sales professional use to respond to a customer question regarding security roles and responsibilities?

- A. Security (ISec) Agreement
- B. Internet Security Systems Contract (ISSC)
- C. International Agreement

D.Security Services Contracts Online (COL)

Answer: A

NO.7 What is the maximum service level IBM provides for managing a hosted environment?

A.storage

B.application

C.hypervisor

D.operating system

Answer: D

NO.8 Which two hardware server standards does IBM use to deliver SmartCloud Enterprise+?  
(Choose two.)

A.System z

B.System p

C.System i

D.System x

Answer: B,D

NO.9 What is an allowable option for a customer to modify a virtual machine (VM)?

A.add memory

B.change the operating system

C.move to a different physical server

D.export to its on-premise environment

Answer: A

NO.10 What is a client benefit to provisioning in SCE+?

A.time in days versus weeks

B.the ability to host the cloud in a customer data center

C.use of mainframe technology

D.the ability to use a private image

Answer: A