

IBM 000-G40

**IBM SmartCloud Enterprise+ (SCE+) Sales Mastery
Test
Version: 4.0**

QUESTION 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

Explanation:

QUESTION 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

Explanation:

QUESTION 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

Explanation:

QUESTION 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

Explanation:

QUESTION 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

Explanation:

QUESTION 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

Explanation:

QUESTION 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

Explanation:

QUESTION 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

Explanation:

QUESTION 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

Explanation:

QUESTION 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

Explanation:

QUESTION NO: 11

On which SCE+ component is the service-level agreement (SLA) measured?

- A. virtual machine
- B. labor
- C. customer-deployed application
- D. portal

Answer: A

Explanation:

QUESTION NO: 12

Which document required by the IBM opportunity-to-order process should the sales professional populate with customer-specific data?

- A. International Agreement
- B. Charges Schedule
- C. Services Description
- D. Client Engagement Questionnaire

Answer: B

Explanation:

QUESTION NO: 13

Which wide area network (WAN) topology option for SCE+ enables a customer to bring a