

**IBM 00M-232**

**IBM Solutions for Smart Business Sales Mastery Test**

**v1**

**Version: 4.0**

**QUESTION NO: 1**

Is it true or false that individual solutions for Smart Business are generally ordered via single part number, and are installed as a single software package?

- A.** True. Solutions for Smart Business are completely integrated in one package to allow ease of ordering.
- B.** False. Solutions for Smart Business require separate part numbers for the solution and Foundation for Smart Business.
- C.** True. A single part number can be used except for situations where the customer would like to exchange parts of the solution for other components.
- D.** False. Solutions for Smart Business can be ordered as a hardware appliance

**Answer: A**

**Explanation:**

**QUESTION NO: 2**

What is the value proposition for Business Partners selling Solutions for Smart Business?

- A.** Shorter sales cycles with minimal time and investment required - solution sales are repeatable and require limited customization.
- B.** Priced right for midsize customers.
- C.** Offer more pricing flexibility and generate annuity streams from customers who want to utilize usage based pricing.
- D.** All of the above.

**Answer: D**

**Explanation:**

**QUESTION NO: 3**

How can IBM Solutions for Smart Business be deployed?

- A.** In Unix or Linux operating environments.
- B.** On all IBM or any non-IBM hardware.
- C.** On selected IBM and third Party vendor platforms.
- D.** In Microsoft Windows Server operating environments.

**Answer: C**