

IBM

Exam M2010-720

TRIRIGA Real Estate and Facility Management Sales Mastery Test

v1

Version: 7.0

[Total Questions: 50]

Question No : 1

IBM TRIRIGA enterprise software and services drive business value across three key areas of performance, including:

- A. Real Estate Management. Asset Management, and Portfolio Management
- B. Real Estate. Projects, and Energy
- C. Supply Chain. MRO.and Environmental
- D. Operational. Financial, and Environmental

Answer: D

Reference:<http://www.slideshare.net/IBMDK/pcty-2012-tririga-space-og-energy-management-v-jens-cajus>

Question No : 2

To determine concurrent software license requirements, what is the ratio IBM suggests for (A) core solutions. (B) self-service and (C) Offline Forms?

- A. 1:1. (B) 10:1 and (C) 3:1
- B. 3:1. (B) 50:1 and (C) 1:1
- C. 4:1. (B) 50:1 and (C) 10:1
- D. Estimate 3:1 for all licenses

Answer: B

Question No : 3

What is the best response to Gartner's caution to "Organizations looking for a Cloud solution"?

- A. IBM provides both on-premise and Cloud deployments, hosting with IBM and SaaS through Business Partners
- B. Determine the level of service they want to perform at and balance the resources against this level of service at an appropriate cost level to accomplish positive profit position.
- C. IBM's Hosting Services offer world-wide Cloud-based solutions
- D. IBM TRIRIGA is best deployed on-premise because it is an Enterprise-class solution

Answer: B

Question No : 4

What is a good way to communicate the quantified benefits of the TRIRIGA IWMS system to a prospect?

- A. Setup a site visit with an existing customer.
- B. A Business Value Analysis whose goal is to quantify potential benefits based on best practices and proven customer results.
- C. Invite the prospect to attend PULSE to hear results from peers in the industry.
- D. Make up some numbers and name-drop various analyst reports.

Answer: B

Question No : 5

Identify how IBM TRIRIGA helps accelerate preparedness with new lease accounting rules.

- A. Prebuilt OSCRE-compliant templates to accelerate loading of lease information
- B. Site selection and scenario modeling to increase return on assets
- C. Prebuilt financial assumption management and reporting to achieve auditable lease accounting
- D. All of the above

Answer: B

Reference:<http://public.dhe.ibm.com/common/ssi/ecm/ti/en/tij14001usen/TIJ14001USEN.PDF>

Question No : 6

What is a benefit of the TRIRIGA Workplace Enterprise-Class Application system?

- A. A single suite of modular applications that manages across the entire workplace function
- B. Five low-cost stand-alone applications integrated using Omnibus and SOAP interfaces

- C. Automates EH&S regulatory compliance
- D. Fully compliant with Sarbanes-Oxley regulatory requirements

Answer: A

Explanation:

IBM TRIRIGA V10.3.2 suite delivers a single integrated workplace management system that helps increase visibility into underperforming facilities, resources, and process; improves control of facility occupancy and operating costs; and automates time-consuming activities to increase the operational efficiency and organizational effectiveness of real estate, facility management, and environmental sustainability functions within medium and large-sized commercial and public enterprises.

Reference:[http://www-](http://www-01.ibm.com/common/ssi/ShowDoc.wss?docURL=/common/ssi/rep_ca/5/897/ENUS213-555/index.html&lang=en&request_locale=en)

[01.ibm.com/common/ssi/ShowDoc.wss?docURL=/common/ssi/rep_ca/5/897/ENUS213-555/index.html&lang=en&request_locale=en](http://www-01.ibm.com/common/ssi/ShowDoc.wss?docURL=/common/ssi/rep_ca/5/897/ENUS213-555/index.html&lang=en&request_locale=en)

Question No : 7

What two major points are identified in the 2013 Gartner Magic Quadrant for IWMS?

- A. States that IWMS as "ideally" built on a single technology platform and single database repository
- B. Cautions that six of the eleven vendors about an inadequate quantity and quality of implementation and support resources
- C. Advises clients to implement real estate functionality within their ERP before considering an IWMS suite
- D. Both A and B
- E. Both A and C

Answer: E

Reference:<http://static1.squarespace.com/static/53503de4e4b09b70f38f96a9/t/537e1185e4b073a7c434ded5/1400770949609/iwms>

Question No : 8

TRIRIGA Projects offers enterprise project management, program management, fund