

# IBM

## Exam M2020-701

**IBM Maximo Enterprise Asset Management Sales Mastery Test v4**

Version: 7.0

**[ Total Questions: 36 ]**

**Question No : 1**

Which is NOT a challenges for life sciences industry?

- A. Rising healthcare costs put pressure on cost and favoring generic drugs.
- B. The industry is entering a wave of patent expiration, in which \$80 billion in drug revenue comes off patent.
- C. Increasing Global Regulatory Compliance pressures delaying new drugs and increasing focus on Post Market Surveillance
- D. Increasing number of employees who are mobile.

**Answer: D**

**Question No : 2**

In Maximo for Nuclear Power 7.5.1, which Maximo modules are enhanced?

- A. Operation Management and Regulatory Management
- B. Work Management and Configuration Management
- C. Reporting and Supply Chain Management
- D. Regulatory Management and Surveillance

**Answer: B**

Reference:

[http://pic.dhe.ibm.com/infocenter/tivihelp/v60r1/index.jsp?topic=%2Fcom.ibm.nuc.doc%2Fp rod\\_overview%2Fc\\_new\\_features\\_7.5.html](http://pic.dhe.ibm.com/infocenter/tivihelp/v60r1/index.jsp?topic=%2Fcom.ibm.nuc.doc%2Fp rod_overview%2Fc_new_features_7.5.html)

**Question No : 3**

What shows the greatest market demand amongst IWMS capabilities?

- A. Space Management
- B. Virtualization Management
- C. Lease/Transaction Management
- D. Portfolio Management
- E. Single Technology Platform
- F. Performance Management

**Answer: A**

**Question No : 4**

In what kind of circumstance would a client purchase Express User license?

- A.** Licensee cannot use more than two (2) modules within the IBM Maximo Asset Management program, excluding the Administration, Integration, Security, and System Configuration modules.
- B.** Licensee cannot use more than three (3) modules within the IBM Maximo Asset Management program, excluding the Administration, Integration, Security, and System Configuration modules.
- C.** Licensee is limited to access Maximo Industry modules
- D.** Licensee is limited to access Maximo Add-on nodules.

**Answer: B**

Reference:

[ftp://ftp.software.ibm.com/software/tivoli\\_support/misc/STE/2013\\_04\\_11\\_AVKS\\_Maximo\\_Licensing\\_Overview.pdf](ftp://ftp.software.ibm.com/software/tivoli_support/misc/STE/2013_04_11_AVKS_Maximo_Licensing_Overview.pdf) page 7

**Question No : 5**

When you talk to a prospective client, what you would mention to the client?

- A.** You may need two separate platforms to manage IT assets and enterprise assets, because SCCD and Maximo cannot run on a single platform.
- B.** You may not need SCCD to manage IT-enabled assets.
- C.** We can quantify return on investment (ROI) with Tivoli BVA tool, if customer only installs SCCD.
- D.** IBM is the only one that can provide service and asset management for both the physical and the digital infrastructure across the enterprise.

**Answer: D**

**Question No : 6**