

# IBM

## Exam M8060-654

**IBM Emptoris Telecom Expense Management Sales Mastery Test v1**

Version: 6.0

**[ Total Questions: 39 ]**

**Question No : 1**

The TEM ROI tool compares Total \_\_\_\_\_ & \_\_\_\_\_ over a 3-year period:

- A. Wireless and Wireline
- B. Circuits and Lines
- C. Costs and Benefit
- D. Tools and Tricks

**Answer: C**

**Question No : 2**

Please identify the most correct statement:

- A. Telecom Expense Management (TEM) services encompass services to monitor and control expenses incurred by telecommunication carriers as in commerce with each other
- B. Telecom Expense Management (TEM) services encompass the processes conducted by IT and finance departments to order, provide, and support corporate communications services, both fixed and mobile
- C. Telecom Expense Management (TEM) capabilities are comparable to Tivoli's TEM solution
- D. Telecom Expense Management (TEM) are services that allow telecom carriers to bill end users

**Answer: A**

**Question No : 3**

Which of the Mobile Lifecycle Management capabilities has proven to yield the highest ROI?

- A. Telecom Assets catalog Management
- B. Compliance Management
- C. End User Help Desk
- D. Usage and Spend Optimization

**Answer: D**

**Question No : 4**

Which of the following depicts a reasonable savings ROI value proposition for TEM?

- A. ~10%
- B. 7% to 40%
- C. 50% to 60%
- D. 75% to 90%

**Answer: B**

Reference: [https://www-](https://www-950.ibm.com/events/ww/e/grp/grp004.nsf/vLookupPDFs/Christopher%20Corr's%20Presentation/$file/Christopher%20Corr's%20Presentation.pdf)

[950.ibm.com/events/ww/e/grp/grp004.nsf/vLookupPDFs/Christopher%20Corr's%20Presentation/\\$file/Christopher%20Corr's%20Presentation.pdf](https://www-950.ibm.com/events/ww/e/grp/grp004.nsf/vLookupPDFs/Christopher%20Corr's%20Presentation/$file/Christopher%20Corr's%20Presentation.pdf)

**Question No : 5**

Which of the following are TEM value proposition statements?

- A. Dramatic improvement in data networks throughout performance
- B. Significant reduction of mobile devices "drop calls"
- C. Complete visibility and control over telecom spend
- D. Improved access to the latest mobile device models available in the market

**Answer: C**

**Question No : 6**

Which of the following disciplines is defined by "applies to processes and services that provide one or all of the following for fixed-mobile services and mobile devices: asset discovery, asset management, asset database/repository, asset portfolio management, and tracking of purchases, leases, contracts, and disposal relating to telecom assets and expenses. Links to general ledger accounting system modules, such as the capital asset ledger, are common?"

- A. Ordering and provisioning management
- B. Inventory management
- C. Invoice and contract management
- D. Usage management