

IBM

Exam P6010-040

IBM SmartCloud Enterprise+ (SCE+) Sales Mastery Test

Version: 6.0

[Total Questions: 71]

Question No : 1

Which feature is a roadmap item for the SCE+ offering?

- A. disaster recovery
- B. virtualmachine provisioning
- C. hybrid cloud integration
- D. iSeries operating systems

Answer: A

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

Question No : 3

Which two geographical locations were first used to deliver the SCE+ offering? (Choose two.)

- A. Raleigh, NorthCarolina
- B. Tokyo, Japan
- C. Ehningen, Germany
- D. London, UK
- E. Boulder, Colorado

Answer: A,C

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

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

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

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

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

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

Question No : 10

What is a client benefit to provisioning in SCE+?

- A. time in days versus weeks