

QUESTIONS & ANSWERS

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IBM

M2010-760

IBM Hosted SaaS - Entry Sales Mastery v1



DEMO

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QUESTION: 12

What is a key difference between a private cloud and IBM-Hosted SaaS solutions?

- A. Only the private cloud can offer software upgrades and patches.
- B. A private cloud doesn't require the customer to manage server hardware.
- C. IBM-hosted SaaS solutions don't require the customer to manage server hardware.
- D. In a private cloud, the data belongs to the customer and in an IBM SaaS solution, the data belongs to IBM.

Answer: C

QUESTION: 13

How can SaaS Hosted solutions save customers money?

- A. User training is no longer required
- B. SaaS eliminates implementation costs
- C. Customers don't need to have server equipment, pay for utilities for server equipment and have personnel to maintain server equipment.
- D. Customers only need to purchase middleware but not hardware

Answer: C

QUESTION: 14

Why are customers most likely to choose SaaS solutions?

- A. They like that they can extensively customize SaaS solutions.
- B. The upfront investment for a SaaS solution is minimal.
- C. With SaaS, they can always have the latest version of the software.

Answer: C

Reference:

http://www.gxsinsights.eu/1st_edition/strategy_execution/0708_SaaS_03_MarkMorley.htm

QUESTION: 15

What are popular “as a Service”1 models?

- A. Software as a Service (SaaS),
- B. Platform as a Service (PaaS)
- C. Infrastructure as a Service (IaaS).
- D. Cryptology as a Service (CaaS)

Answer: B



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