



**IBM**

# **M2010-701**

*IBM Maximo Enterprise Asset Management Sales Mastery  
Test v4*

**QUESTION: 33**

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: 34**

Which of the items is NOT a key capability of Maximo for Transportation?

- A. Calibration of equipment
- B. Managing motor pools
- C. Managing asset
- D. Manage asset warranties

**Answer: A**

**QUESTION: 35**

How can IBM Smarter Space Management solution help organizations to reduce facility costs?

- A. Aggregates Data, Streamlines Processes, Simplifies Reporting what you have
- B. Smaller, more efficient workplace
- C. Understanding what organization currently have, improving strategic facility planning, and streamline workplace reservations
- D. Reduce number of occupancy, Grow Revenue, Increase Customer Satisfaction.

**Answer: C**

**Reference:**

[http://www-](http://www-304.ibm.com/events/wwe/grp/grp004.nsf/vLookupPDFs/Learn%20how%20to%20do%20more%20with%20space%20management%203/$file/Learn%20How%20to%20Do%20More%20with%20Space%20Management%203.pdf)

[304.ibm.com/events/wwe/grp/grp004.nsf/vLookupPDFs/Learn%20how%20to%20do%20more%20with%20space%20management%203/\\$file/Learn%20How%20to%20Do%20More%20with%20Space%20Management%203.pdf](http://www-304.ibm.com/events/wwe/grp/grp004.nsf/vLookupPDFs/Learn%20how%20to%20do%20more%20with%20space%20management%203/$file/Learn%20How%20to%20Do%20More%20with%20Space%20Management%203.pdf)

**QUESTION: 36**

True or False. Maximo for Transportation is only for the customers in what IBM calls the Travel and Transportation Industry.

- A. True
- B. False

**Answer: B**

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