

# Lead2Passed



Lead2Passed

HOME

ALL VENDORS

★ GUARANTEE

? FAQ

TESTIMONIALS

Login / Register My Shopcart (1)

Input your exam code ...



## Try before you buy

Download a free sample of any of our exam questions and answers

- ✓ Online Test Engine: Online Tool, Convenient, easy to study. Instant Online Access. Supports All Web Browsers.
- ✓ PDF format: Easy to read and print learning materials, our products are available in PDF file format.
- ✓ Desktop Test Engine: Installable Software Application. Simulates Real Exam Environment. Practice Offline Anytime.



### Security & Privacy

We respect customer privacy. We use McAfee's security service to provide you with utmost security for your personal information & peace of mind.



### 365 Days Free Updates

Free update is available within 365 days after your purchase. After 365 days, you will get 50% discounts for updating.



### Money Back Guarantee

Full refund if you fail the corresponding exam in 60 days after purchasing. And Free get any another product.



### Instant Download

After Payment, our system will send you the products you purchase in mailbox in a minute after payment. If not received within 2 hours, please contact us.

<http://www.lead2passed.com>

Valid Certification Exam Dumps Materials and Study Guide -  
Lead2Passed

**Exam :** M2180-651

**Title :** IBM PureApplication System Sales  
MasteryTest v1

**Vendors :** IBM

**Version :** DEMO

NO.1 Which one of the following is NOT a business demand that the IBM PureApplication System helps enable customers to address?

- A. Capturing business opportunities more quickly
- B. Increased business innovation
- C. Leveraging technology more strategically
- D. Increased business process control

Answer: D

NO.2 Which is NOT a benefit of the IBM PureApplication System simplified experience?

- A. Ability to be upgraded with zero downtime
- B. Single management console with role-based processes and automation capabilities
- C. Embedded process control and security patterns
- D. Only two contacts needed for support: one for hardware and one for software

Answer: D

NO.3 Most IBM PureApplication System whiteboard conversations will have unique outcomes, but the most desired and logical next step in the sales process is which of the following options.?

- A. An agreement to move forward with a PureExperience offer
- B. A purchase order
- C. Another whiteboard discussion with the line of business leaders
- D. An Express Business Value Assessment (BVA)

Answer: A