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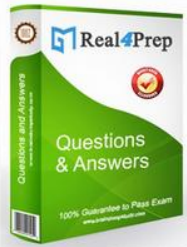
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**Exam :** M8060-654

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

**Vendors :** IBM

**Version :** DEMO

NO.1 Customers are indicating a desire for termination-at-will contracting, which indicates:

- A. Short sales cycles
- B. A vote of no confidence
- C. Good buyer relationships
- D. Low cost purchase

**Answer:** A

NO.2 Which of the following statements is false?

- A. IBM offers a fully automated TEM lifecycle solution across the telecom infrastructure including data, voice, and mobile assets
- B. The IBM offer focuses on wireless telecomm assets only
- C. The IBM offer includes all critical TEM processes required by the Gartner TEM definition
- D. The IBM offer is composed of multiple software platforms

**Answer:** B

NO.3 In TEM what does the acronym "BYOD" stand for?

- A. Buy Your Own Data
- B. Beyond Data
- C. Bring Your Own Device
- D. Bring Your Own Design

**Answer:** C

NO.4 The global TEM Compounded Annual Growth Rate (CAGR) is approximately:

- A. 10%
- B. 12%
- C. 17%
- D. 21%

**Answer:** C

Reference:<http://www.reportlinker.com/p0787925/Global-Telecom-Expense-Management-Market.html>(see first para on the page)

NO.5 Which of the following are considered "tier 1" competitors?

- A. Tangoe
- B. SAP
- C. AT & T
- D. Telesoft

**Answer:** A