



IBM

M2020-720 Exam

TRIRIGA Real Estate and Facility Management Sales Mastery Test v1

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Version: 9.0

Question: 1

TRIRIGA Projects offers enterprise project management, program management, fund source management and vendor bid management capabilities to deliver which business benefits?

- A. Simplified navigation and control, adaptive portal layouts and streamlined application processes
- B. Comprehensive suite of operational and analytical applications
- C. Single technology platform, scalability and enterprise interoperability
- D. All of the above

Answer: C

Explanation:

Reference:

<http://static1.squarespace.com/static/53503de4e4b09b70f38f96a9/t/537e1185e4b073a7c434ded5/1400770949609/iwms> (page 8, IBM tririga)

Question: 2

Identify the license type which allows converting a concurrent core license to the Integrated Workplace Manager (IWM) license.

- A. Allowed under the S&S contract
- B. One-time upgrade license
- C. Trade-up license
- D. Must purchase an additional IWM license

Answer: B

Question: 3

What is a benefit of the TRIRIGA Workplace Enterprise-Class Application system?

- A. A single suite of modular applications that manages across the entire workplace function
- B. Five low-cost stand-alone applications integrated using Omnibus and SOAP interfaces
- C. Automates EH&S regulatory compliance
- D. Fully compliant with Sarbanes-Oxley regulatory requirements

Answer: A

Explanation:

IBM TRIRIGA V10.3.2 suite delivers a single integrated workplace management system that helps

increase visibility into underperforming facilities, resources, and process; improves control of facility occupancy and operating costs; and automates time-consuming activities to increase the operational efficiency and organizational effectiveness of real estate, facility management, and environmental sustainability functions within medium and large-sized commercial and public enterprises.

Explanation:

Reference:

[http://www-](http://www-01.ibm.com/common/ssi/ShowDoc.wss?docURL=/common/ssi/rep_ca/5/897/ENUS213-555/index&lang=en&request_locale=en)

[01.ibm.com/common/ssi/ShowDoc.wss?docURL=/common/ssi/rep_ca/5/897/ENUS213-555/index&lang=en&request_locale=en](http://www-01.ibm.com/common/ssi/ShowDoc.wss?docURL=/common/ssi/rep_ca/5/897/ENUS213-555/index&lang=en&request_locale=en)

Question: 4

All pricing includes first year maintenance and support.

- A. True
- B. False
- C. Only for first-time purchases of the software
- D. Only for additional license purchases after initial order

Answer: A

Question: 5

Why is it recommended to introduce a Business Value Analysis early in the sales cycle?

- A. It helps to qualify the opportunity and introduces TRIRIGA value propositions to build a business case.
- B. You need to charge for the BVA and establish that requirement earlier is better.
- C. There's typically no time at the end of the cycle to gather required information.
- D. The customer will not believe the numbers past the mid-point of the sales cycle.

Answer: A

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