



M2010-760

IBM Hosted SaaS - Entry Sales Mastery v1

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QUESTION NO: 1

Software as a Service applications are often updated more frequently than traditional software. Where are the applications hosted?

- A. on the local computer and are updated using automatic updates
- B. centrally hosted so new releases can be put in place without requiring customers to physically install new software or hardware
- C. on the local computer so new releases can be downloaded when available from the application provider
- D. cloud functions are divided so the end user hosts and updates the user interface and the Application Service Provider hosts and updates the application functionalities

Answer: B

Reference:

<http://www.idcrex.com/1/global/saas.php>

QUESTION NO: 2

What customer costs are avoided by using an IBM-Hosted SaaS solution?

- A. Subscription
- B. Implementation
- C. Server Hardware
- D. User training

Answer: C

QUESTION NO: 3

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 NO: 4

How does IBM increase security of SaaS solutions for customers?

- A. IBM does not use client data, except to deliver the services and support requested by the client.
- B. IBM SaaS offerings take advantage of the SoftLayer Security Layer® architecture to provide multiple tiers of protection for applications and data.
- C. Many services are certified against industry standards and best Practices.
- D. All the above

Answer: B

Reference:

<http://www.ibm.com/developerworks/data/library/techarticle/dm-1408datasecuritycloud/index.html>

QUESTION NO: 5

What is considered Software as a Service customer advantage?

- A. Accelerates business process innovation
- B. Can deliver business analytics at point of impact
- C. Connects people with collaborative business networks
- D. Fuels competitive advantage

E. All the above

Answer: B

Reference:

<http://www.ibm.com/cloud-computing/in/en/saas.html>

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