



# QUESTION & ANSWER

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**Exam** : **C6010-G40**

**Title** : IBM SmartCloud  
Enterprise+ (SCE+) Sales  
Mastery Test

**Version** : DEMO

1.Which feature is a roadmap item for the SCE+ offering?

- A.disaster recovery
- B.virtual machine provisioning
- C.hybrid cloud integration
- D.iSeries operating systems

**Answer: A**

2.How does a customer notify IBM of a problem?

- A.submitting a service request in the SCE+ portal
- B.registering the problem with its IBM account representative
- C.sending a monitoring alert to the IBM delivery team
- D.opening a ticket with its internal help desk

**Answer: A**

3.Which two geographical locations were first used to deliver the SCE+ offering? (Choose two.)

- A.Raleigh, North Carolina
- B.Tokyo, Japan
- C.Ehningen, Germany
- D.London, UK
- E.Boulder, Colorado

**Answer: A,C**

4.A sales professional needs to change the price of a virtual machine (VM).Which option should the sales professional adjust?

- A.European Union labor adder
- B.number of virtual machines
- C.virtual private network (VPN)
- D.data center location

**Answer: A**

5.A customer plans to use SCE+ virtual private network (VPN) topology-based access.The customer needs more than one virtual local area network (vLAN).Which networking element should the sales professional recommend?

- A.virtual firewall
- B.virtual load balancer
- C.virtual network hub
- D.virtual intrusion detection server

**Answer: A**

6.Which contractual document should a sales professional use to respond to a customer question regarding security roles and responsibilities?

- A.Security (ISeC) Agreement
- B.Internet Security Systems Contract (ISSC)
- C.International Agreement

D.Security Services Contracts Online (COL)

**Answer: A**

7.What is the maximum service level IBM provides for managing a hosted environment?

A.storage

B.application

C.hypervisor

D.operating system

**Answer: D**

8.Which two hardware server standards does IBM use to deliver SmartCloud Enterprise+? (Choose two.)

A.System z

B.System p

C.System i

D.System x

**Answer: B,D**

9.What is an allowable option for a customer to modify a virtual machine (VM)?

A.add memory

B.change the operating system

C.move to a different physical server

D.export to its on-premise environment

**Answer: A**

10.What is a client benefit to provisioning in SCE+?

A.time in days versus weeks

B.the ability to host the cloud in a customer data center

C.use of mainframe technology

D.the ability to use a private image

**Answer: A**