

IT 认证电子书



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Exam : **00M-231**

Title : IBM Software Subscription &
Support Sales Mastery Test
v1

Version : DEMO

1.What specific renewal data can a Reseller/VAD view when they access Renewals via Passport Advantage Online?

- A.All Renewal line items for all clients they have sold licenses or renewals to in the past.
- B.Only renewal line items associated with the Reseller/VAD prior year's transactions.
- C.All Renewal line items for all clients they have sold licenses to regardless of when the licenses were sold.
- D.Their client's entire IBM Software Subscription & Support quote.

Answer: C

2.What day of the month does IBM recommend Resellers/VADs pull their renewal data?

- A.1st
- B.15th
- C.17th
- D.The last day.

Answer: C

3.When is your client's Subscription & Support renewal due?

- A.30 days before their anniversary date.
- B.On or before their anniversary date.
- C.45 days before their anniversary date.
- D.At any time, there is not a set deadline.

Answer: B