

# M2070-740<sup>Q&As</sup>

IBM Enterprise Content Management Sales Mastery Test v3

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# **QUESTION 1**

The following are reasons why access to information is key. Which is not an ICM OOTB capability?

- A. Capture and activation of information in the context of a case
- B. Access to web based news sources
- C. Access to critical content for decisions, as evidence in a case and as a source for deeper insights
- D. Virtually 360-degree view of case information

Correct Answer: B

#### **QUESTION 2**

What is Content Manager OnDemand "optimized" for?

- A. Workflows
- **B.** Content Analytics
- C. Individual documents
- D. Large scale storage of print output

Correct Answer: D

### **QUESTION 3**

IBM Content Navigator is commonly referred to as:

- A. An ECM plug-in
- B. The Content Experience Platform
- C. CN8
- D. Caravan

Correct Answer: B

# **QUESTION 4**

Which of the following increases the cost and complexity of the collection process?

- A. Employees undertaking their own collection process without organizational authorization.
- B. The migration of enterprise data to unsecured personal mobile devices.



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- C. Arduous chain-of-custody documentation on diverse data sources, collection methods and rising information volumes.
- D. Intensive post-review computational analysis.

Correct Answer: C

#### **QUESTION 5**

What are the key characteristics of ICM target customers?

- A. Highly regulated industries
- B. Industries where the product is often document: Financial Service. Banking and Insurance
- C. Industries where a lot of responsibility is given to the decisions of individual knowledge workers
- D. All of the above

Correct Answer: D

#### **QUESTION 6**

Which of the following best exemplifies how Content Collector achieves IT savings while also fulfilling legal and compliance obligations?

- A. Integration with most common email platforms
- B. Support for virtualizedinfrastructure
- C. Common infrastructure for archiving email, file, and collaboration servers
- D. Self-service for legal forensics

Correct Answer: C

# **QUESTION 7**

Which of the following Datacap features help to eliminate expensive, error-prone manual data entry problems associated with document imaging?

- A. Keyword search
- B. Optical character recognition (OCR) and text analytics
- C. Math calculations
- D. All of the above

Correct Answer: D



#### **QUESTION 8**

Customers that require Social Tools like blogs and wikis and Back-office ECM solutions also need:

- A. IBM Content Navigator
- B. IBM Connections Enterprise Content Edition
- C. IBM Connections ContentManager
- D. IBM WebSphere Portal

Correct Answer: B

#### **QUESTION 9**

How does Datacap software assure that a new application has been entirely filled-in?

- A. Datacap verification checks can review that data is populated in all key fields. If missing, it sends an email to branch personnel before the customer has left the branch
- B. Datacap sends the file overseas to a team of verifiers who comb through each application
- C. Datacap rules will not allow a document to be scanned unless it is filled in
- D. Datacap provides a step-by-step guide for the customer to follow when filling in the form

Correct Answer: C

#### **QUESTION 10**

Which is a key benefit of the Legacy Data Cleanup Solution?

- A. Identifies sensitive or toxic content
- B. Archives data according to its value
- C. Maintains a data map of the organization
- D. Is a DoD 5015.2 certified recordsrepository

Correct Answer: B

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