



000-750

Retail Store Solution Sales V3

Exam number/code: 000-750

Exam name: Retail Store Solution Sales V3

Questions & Answers: 127 Q&A

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Question 1:

A customer has selected a new application to install at the POS. The capacity requirement is 128 MB RAM, a 2.0 GHz processor, and a hard drive at each register. Which of the following platforms best suits this requirement?

- A. 4810-330
- B. 4800-722
- C. 4800-742
- D. 4840-543

Answer: D

Question 2:

What advantages does the integrated SurePOS 500 offer that the 4800-782 with an IBM SurePoint touch display does not offer?

- A. Support of 4690 OS
- B. Better systems management capabilities
- C. Lower total hardware cost
- D. Smaller overall footprint of the solution
- E. Retail hardening

Answer: C,D

Question 3:

Jim, a Retail Solutions Sales Representative, is trying to sell to an account where NCR is the chief competitor. Which of the following questions would be most appropriate to help determine the customers perception of NCRs offerings?

- A. What has the NCR representative promised you in terms of benefits?
- B. What do you consider most attractive about NCRs solution set?
- C. How does NCRs pricing compare with IBMs pricing?
- D. How much did you buy from NCR last year and what was the return on your investment?

Answer: B

Question 4:

Which of the following capabilities is NOT available on the SurePOS 500 Series terminal?

- A. Ability to attach multiple internal hard disks
- B. Ability to attach a laser printer locally via RS-232 port
- C. Ability to attach multiple customer displays
- D. Ability to attach multiple cash drawers

Answer: A

Question 5:

What advantage does the IBM SurePOS 500 offer that the IBM SurePOS 700 does not offer?

- A. Retail hardening
- B. Touch screen support
- C. Compact integrated design
- D. Flexibility in attaching a large number of POS I/O

Answer: C

Question 6:

XYZ Corporation has 150 stores and 8 year old POS equipment. The CIO calls ABC Business Partner to discuss hardware changes and/or upgrades of the current POS system. The CIO would like ABC to demonstrate the functionality of the IBM POS system. The customer has no RFP and no documented requirements. The Business Partner begins this process by doing which of the following?

- A. Understanding what competitors are doing
- B. Coordinating a demonstration of the most recently announced IBM products
- C. Understanding the platform strategy of the installed vendor
- D. Meeting with store operations management to determine business requirements

Answer: D

Question 7:

A supermarket customer, ABC Foods, wants to segment a section of their stores where they will do takeaway meals. This part of the store will have its own checkout for customers who just wish to purchase their food and get in and out of the store quickly. ABC Foods uses the 4690

Supermarket Application and wishes to use the same basic application with a touch graphical user interface for the takeaway meal registers. Aside from receipt printing requirements, which of the following solutions is the best match for ABC Foods?

- A. 4800-722 with a CRT, customer display, cash drawer, Retail POS keyboard (50 key), scanner attached via RS-485, and PIN Pad attached via RS-232
- B. SurePOS 500 with customer display, cash drawer, and PIN Pad and scanner attached via RS-232
- C. IBMSureOne A05 register with customer display, cash drawer, and PIN Pad and scanner attached via RS-232
- D. 4800-722 with anIBMSurePoint touch screen, keypad option for the IBM 4820, cash drawer, customer display, scanner attached via RS-485, and PIN Pad attached via RS-485

Answer: D

Question 8:

Jason, a Retail Solutions Sales representative, is highlighting the financial benefits of the 4800-742 to the CIO of ABC Corporation. Which of the following items provide operating cost benefits when using the 4800-742?

- A. Integrated on-board ethernet
- B. Integrated/distributed configurations
- C. Internal processor speed (2.4 GHz)
- D. Wake on LAN

E. Front USB ports for ease of attaching external devices

Answer: D,E

Question 9:

XYZ Corporation has requested that Judy, the IBM Retail Solutions Sales representative, provide a basic ROI for the proposed IBM SurePOS 700 Series purchase. Which of the following items are considered soft dollar savings?

- A. Increased productivity
- B. Maintenance costs
- C. Labor costs
- D. Electricity
- E. Reduced bad check loss
- F. Improved customer service

Answer: A,F

Question 10:

XYZ Retailer is beginning a new marketing initiative that incorporates gift cards and customer loyalty programs in each store. The POS equipment that XYZ is using today is unable to accommodate gift cards and has no flexibility for implementing customer loyalty modules.

XYZ would like to implement one or more kiosks per store to allow customers to sign up for Gift Registry. XYZ's priorities are to focus first on the kiosks and customer interface and lastly on the POS. What combination of IBM POS equipment would suit XYZ's requirements BEST?

- A. 4800 at the POS and 4835 at the kiosk
- B. 4840 at the POS and 4614 for the kiosk
- C. 4800 at the POS and 4840-563 at the kiosk
- D. SureOne at the POS and 4694 at the kiosk

Answer: A

Question 11:

A restaurant customer with outside dining is interested in the IBM SurePOS product. Which model best fits this environment?

- A. 4840-563
- B. 4840-533
- C. 4810-33H
- D. 4840-553

Answer: A

Question 12:

Eric, a Retail Solutions Sales Representative, is planning a demonstration for a customer and is trying to determine what critical aspects of the architecture to highlight. The customer is a large restaurant chain and currently has a competitive configuration. The customer would like to reuse as much I/O as possible. The customer is on a tight time schedule, and they need to have the pilot store implemented within two months after the demonstration, with a rollout of the solution being completed within three months after the pilot has started.

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What are the important features of the SurePOS 500 Series that Eric should emphasize to this customer?

- A. The SurePOS 500 Series supports 4690 OS.
- B. The SurePOS 500 Series includes a kitchen system as an option.
- C. The SurePOS 500 Series is designed for food service (spill resistant, integrated, etc.).
- D. Only the SurePOS 500 Series supports restaurant applications.
- E. The SurePOS 500 Series is touch-based making it simpler to use.

Answer: C,E

Question 13:

Best Retail Systems, an IBM Business Partner, is working with a vendor to connect a PC Windows-based back office solution to an IBM 4690 OS system running IBM 4680-4690 Supermarket Application. Which of the following items will need to be considered to make this connection successful?

- A. Ethernet connectivity
- B. 4690 unique store configurator
- C. Token ring wiring hub
- D. SureMark Printer model
- E. 4690 OS TCP/IP Communications
- F. Local wiring concentrator
- G. Multi-station Access Unit (MAU)

Answer: A,E

Question 14:

Harvey, a Retail Solutions Sales Representative, has a department store customer looking to upgrade their POS systems. They are currently using 4690 OS running GSA on a 4693 terminal. They are concerned with the dated appearance of the application, the difficulty in finding skills to modify and enhance the application, and the difficulty in accessing other intranet based applications from their current solution. Like other retailers, they are having difficulty attracting and retaining cashiers. The customer likes the reliability and price performance of their current solution and how IBM has been able to provide investment protection. Harvey is proposing 4800-742s, with IBM SurePoint displays, running 4690 OS and GSA with a touch Java graphical user interface.

What primary benefit from the retailers perspective will the GUI provide?

- A. The GUI allows for the solution to use a lower priced hardware configuration.
- B. The 4800-742 has a fast enough processor to run the Java GUI code without making the operator wait.
- C. A GUI allows a touch, full-screen interface to be used, increasing operator productivity and decreasing training time.
- D. The GUI will allow a flat panel display to be used, providing a sleeker appearance at the checkstand.
- E. A GUI provides a 3 dimensional enhanced visual image of the application.

Answer: C

Question 15:

Lucy, a Retail Solutions Sales Representative, has a fast food restaurant customer that has two registers per store. The customer has chosen software from an IBM ISV that specializes in Windows touch-based solutions. Which of the following hardware solutions is best for Lucy to recommend?

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- A. SurePOS 300 with an IBM 4820 Flat Panel touch display, keypad option for the IBM 4820, cash drawer, customer display, and SureMark printer attached via USB port
B. IBMSurePOS 500 with MSR, customer display, cash drawer, and single-station thermal printer attached via RS-232 port
C. IBMSureOne register with customer display, cash drawer, and thermal printer
D. IBMSurePOS 500 with MSR, customer display, cash drawer, and single-station thermal printer attached via RS-485 port.
E. IBMSurePOS 500, customer display, cash drawer, ANPOS keyboard w/MSR, and SureMark printer attached via RS-485

Answer: B

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000-081	000-969	000-968	000-966	000-965
000-961	000-866	000-960	000-864	000-119
000-863	000-118	000-370	000-210	000-115
000-114	000-113	000-111	000-601	000-600
000-665	000-014	000-079	000-076	000-074
000-071	000-070	000-858	000-208	000-857
000-207	000-856	000-206	000-855	000-205
000-204	000-203	000-268	000-202	000-201
000-266	000-200	000-754	000-753	000-752
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