



P1000-015^{Q&As}

IBM B2B Collaboration Solutions Technical Mastery v2

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QUESTION 1

B2B Collaboration solutions is a part of what Category?

- A. Watson Supply Chain
- B. Watson Commerce
- C. Watson Marketing
- D. Watson Order Management

Correct Answer: A

Reference: <https://www.ibm.com/downloads/cas/GNAML3RK>

QUESTION 2

Which B2B Software offering is the standard in US financial services secure file transfer?

- A. Partner Engagement Manager (PEM)
- B. Watson Financial Services
- C. ITX
- D. Connect:Direct

Correct Answer: D

QUESTION 3

Which IBM strength should be highlighted when going against competitors in the B2B/MFT space?

- A. IBM tools include Watson, which can automatically build data maps
- B. IBM's B2B Solutions are tightly integrated with our WebSphere Commerce platform
- C. IBM is a very strong in Security and this solution has never been breached
- D. IBM B2B/MFT Solutions are available in 10 languages

Correct Answer: B

Reference: <https://www.ibm.com/case-studies/elektronabavawebshpherecommerce>

QUESTION 4

When pricing for Sterling File Gateway (SFG), what is a "Connection"?



- A. A client technical contact in support.
- B. An EDI data map.
- C. A file that SFG connects to.
- D. A directly configured endpoint, including application interfaces.

Correct Answer: D

QUESTION 5

Which two statements about providing sales quotes for Watson Supply Chain offerings are correct?

- A. Quotes are based on part numbers and the quantity required, and other factors such as historical spend with IBM
- B. Sales reps do not need to check the Global Watch List
- C. The manager is required to review every quote before it is released
- D. To encourage cross-selling, quotes are based on the number of solutions purchased by the client location only
- E. Sellers must use quotes generated from the SQO system

Correct Answer: AB

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