



# P1000-015<sup>Q&As</sup>

IBM B2B Collaboration Solutions Technical Mastery v2

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### QUESTION 1

What is a main business value provided by IBM Control Center?

- A. Controls access to sensitive personal information and HIPAA data
- B. Provides centralized monitoring and alerting capabilities for B2B integration and MFT file exchanges
- C. Reduces risk associated with data loss from security breach
- D. Provides centralized and easy onboarding of customers, large and small

Correct Answer: B

Reference: [http://www-01.ibm.com/common/ssi/ShowDoc.wss?docURL=/common/ssi/rep\\_ca/1/897/ENUS216-111/index.html&lang=en&request\\_locale=en](http://www-01.ibm.com/common/ssi/ShowDoc.wss?docURL=/common/ssi/rep_ca/1/897/ENUS216-111/index.html&lang=en&request_locale=en)

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### QUESTION 2

When meeting with the Chief Supply Officer for PEM, which set of prospecting questions would be the MOST appropriate?

- A. How long does it take you to recognize value from a new trading partner relationship? When do you start getting revenue in the partner onboarding cycle?
- B. What percentage of orders is managed electronically? What percentage of orders is managed manually?
- C. What is the average number of line items on your hardcopy Purchase Orders? How many pages it is usually?
- D. Do you want to deploy the partner engagement solution on IBM managed cloud? Or behind your firewall?

Correct Answer: A

### QUESTION 3

Which is NOT a core functionality of IBM B2B Integration solutions?

- A. Improved SLA management
- B. Provides secure and reliable data movement inside and outside of the enterprise
- C. Improves customer and partner on-boarding
- D. Provides improved visibility into potential supply chain disruptions and mitigates risk

Correct Answer: A

Reference: <https://www-356.ibm.com/partnerworld/gsd/showimage.do?id=42249>

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#### QUESTION 4

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/elektronabavawebspherecommerce>

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#### QUESTION 5

For B2B Collaboration Solutions pricing, what are entitlements controlled by?

- A. PPA/IPLA agreement
- B. The level of security required
- C. Keys
- D. The industry sector of the client

Correct Answer: A

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