



P1000-015^{Q&As}

IBM B2B Collaboration Solutions Technical Mastery v2

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QUESTION 1

Who is considered a key buyer for B2B Collaboration solutions?

- A. Chief Supply Chain Officer
- B. Chief Financial Officer
- C. Chief marketing Officer
- D. Business Continuity Manager

Correct Answer: D

QUESTION 2

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 3

Which of the following is NOT considered a competitor for PEM?

- A. Homegrown solutions
- B. Seeburger
- C. Axway
- D. OpenText (GXS)
- E. Adobe

Correct Answer: A

QUESTION 4

When meeting with business users who are more involved in the day-to-day activities, what is a key discovery question that will help Connect:Direct win by highlighting its value play?



- A. What is your budget?
- B. Is FTP secure enough?
- C. What programming language is the most supported in your company?
- D. What solutions have been tried in the past or are in place for this problem?

Correct Answer: D

QUESTION 5

What is the key difference between the pricing models for Connect:Direct Premium versus Standard editions?

- A. The Premium edition can talk to many endpoints, while the Standard edition can only talk to one endpoint
- B. The Premium edition is priced by PVUs, while the Standard edition is priced by simultaneous sessions
- C. The Premium edition includes the C:D High Speed add-on for long distance and large file transport, and this add-on is available for purchase on the Standard edition
- D. The price of the Premium edition includes unlimited non-production environments, while the environments are limited on the Standard edition

Correct Answer: B

Reference:

<https://www.ibm.com/developerworks/community/forums/html/topic?id=48cabedd-37f4-45db8801-9efeb77929fe>

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