



P1000-015^{Q&As}

IBM B2B Collaboration Solutions Technical Mastery v2

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QUESTION 1

Which two plays are appropriate when discussing B2B Software with customers?

- A. Discuss the integration of our B2B Software with our Lotus Notes platform
- B. Discuss bundling file transfer and EDI into a single server-based solution (e.g. EDI and HIPAA compliance)
- C. Mention the offer to subscribe to 2 years of SandS and get the 3rd year free of charge
- D. Discuss potential for consolidation of current solutions
- E. Discuss the 90-day "Try Before You Buy" program

Correct Answer: DE

QUESTION 2

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

QUESTION 3

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



QUESTION 4

Which is a key discovery question specific to B2B Collaboration solutions?

- A. Many of our customers have developed a Center of Excellence approach around data integration and file movement. Is this something you are pursuing for your business?
- B. What should an optimal customer journey look like, and what channels are involved?
- C. Regarding online pricing, how can you sense competitive moves and react in real time?
- D. How valuable would it be if your order fulfillment process could detect disruptions to customer orders and alert you before they impact customer promise dates?

Correct Answer: D

QUESTION 5

Who is IBM B2B Software's biggest competitor. In terms of B2B Cloud Services offering?

- A. webMethods
- B. TIBCO
- C. Opentext/GXS
- D. Axway

Correct Answer: D

Reference: <https://www.itcentralstation.com/products/ibm-b2b-integrator-alternatives-and-competitors>

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