

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

IBM B2B Collaboration Solutions Technical Mastery v2

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#### **QUESTION 1**

Who is the primary target audience for MFT?

- A. IT Director
- B. Chief Financial Officer
- C. Chief Supply Chain Officer
- D. Senior Fulfillment Manager

Correct Answer: C

#### **QUESTION 2**

What is the main Part number, required in virtually EVERY PEM deal?

- A. D1JSELL Trading Partner Onboarding Setup
- B. D1JSILL Additional Data Retention 1 Year
- C. D1JSILL Additional Data Retention 1 Year
- D. D1JSFLL Trading Partner Management

Correct Answer: D

#### **QUESTION 3**

Which product in the MFT portfolio is a market leader, and has NEVER been breached?

- A. Connect:Direct
- B. B2B Integrator
- C. WebSphere Commerce
- D. ITXA

Correct Answer: A

Reference: https://www.ibm.com/downloads/cas/KXXWGXWA

### **QUESTION 4**

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



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- 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 you order fulfillment process could detect disruptions to customer orders and alert you before they impact customer promise dates?

Correct Answer: D

#### **QUESTION 5**

Based on the battle card, who is a top competitor for IBM\\'s B2B Collaboration offerings?

- A. FileZilla
- B. RSSBus
- C. Control Center
- D. Axway

Correct Answer: D

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