P1000-015^{Q&As}

IBM B2B Collaboration Solutions Technical Mastery v2

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QUESTION 1

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

QUESTION 2

When configuring a solution for MFT customers, which product should always be considered?

A. Sterling Secure Proxy

B. Gentran

C. Order Management

D. Supply Chain Insights

Correct Answer: A

Reference: https://www.ibm.com/blogs/watson-customer-engagement/2017/09/25/7-ways-ibm-leadingsecurity-push-managed-file-transfer-mft/

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.htmlandlang=enandrequest_locale=en

QUESTION 4

What is the core functionality of PEM?

A. Onboard and manages a company\\'s trading partners

B. Automatically created EDI data maps

C. Facilities the secure exchange of EDIFACT data from one computer to another through a network

D. Transports, translates and tracks data

Correct Answer: A

QUESTION 5

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 6

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

QUESTION 7

Sterling Secure Proxy is add-on module for Sterling File Gateway (SFG) and/or which product?

A. Gentran

B. WebSphere Commerce

C. Connect:Direct

D. Bluemix

Correct Answer: C

Reference: ftp://public.dhe.ibm.com/software/commerce/doc/mft/ssp/34/
SSP_Reverse_Proxy_Scenarios_SSO_Book.pdf

QUESTION 8

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 9

For B2B Collaboration Solutions, each instance of QA, Dev or Test in a separate license and part number. What does IBM typically charge for each non-production deployment?

A. 25% of the charge for production

B. 100% or the same charge as for production

C. 75% of the charge for production

D. 50% of the charge for production

Correct Answer: A

QUESTION 10

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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