Vendor:IBM

Exam Code:P1000-015

Exam Name:IBM B2B Collaboration Solutions
Technical Mastery v2

Version: Demo

QUESTION 1

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 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 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

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

Which B2B Collaboration solutions offering facilities the onboarding process and manages the partner community?

A. B2B Integrator

B. Connect:Direct

C. B2B Onboarding Manager

D. Partner Engagement Manager

Correct Answer: D

Reference: https://www.ibm.com/us-en/marketplace/trading-partner-onboarding-solution

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QUESTION 6

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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QUESTION 7

What is the primary value proposition for MFT?

A. Allowing clients to integrate business processes by sending/receiving files with their trading community

B. Tracking and managing partner skills and engagement

C. Bundles enveloping, pre-processing, mapping, de-enveloping, and post processing into a single tool which is very effective for EDI

D. Enabling unsecure and unaudited file exchanges to occur throughout the organization

Correct Answer: A

Reference: http://www.redbooks.ibm.com/redbooks/pdfs/sg247927.pdf

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QUESTION 8

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 9

B2B Collaboration solutions is a part of what Category?

A. Watson Supply Chain

B. Watson Commerce

C. Watson Marketing

D. Watson Order Management

Correct Answer: A

Reference: https://www.ibm.com/downloads/cas/GNAML3RK

QUESTION 10

Which offering is NOT a part of B2B Collaboration solutions?

A. Sterling File Gateway

B. Supply Chain Insights

C. IBM Control Center

D. Sterling Connect:Direct

Correct Answer: B

QUESTION 11

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

Correct Answer: D

QUESTION 12

What is a good approach to address the following B2B Collaboration solutions opportunity? A company needs to reduce manual entry for key business systems and increase business efficiencies while reducing errors.

A. Provide personalized content in real-time across all channels

B. Automate processes to eliminate manual entries that are prone to errors

C. Design Web Forms to reduce errors by standardizing data entries

D. Give customers relevant and consistent experiences with next best action recommendations

Correct Answer: B