

P1000-015^{Q&As}

IBM B2B Collaboration Solutions Technical Mastery v2

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QUESTION 1

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 2

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 3

What is a key PEM competitive differentiator?

- A. It easily integrated with a myriad of IBM and non-IBM solutions through the use of IBM Universal Behavior Exchange, an optional add-on feature
- B. It is an on-premise solution, allowing clients full control of their system and ensuring security for even the most sensitive partner data
- C. It is agnostic of location, with hybrid deployment options (public, private or local cloud) based on the client's IT strategy and data security requirements
- D. It uses blockchain technology to create immutable records

Correct Answer: B

QUESTION 4

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 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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