

P1000-015^{Q&As}

IBM B2B Collaboration Solutions Technical Mastery v2

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QUESTION 1

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 2

Which B2B Software offering is the standard in US financial services secure file transfer?

- A. Partner Engagement Manager (PEM)
- B. Watson Financial Services
- C. ITX
- D. Connect:Direct

Correct Answer: D

QUESTION 3

What information is NOT required to build a new PEM quote for customers?

- A. IBM service billing frequency (Up-front, annually, quarterly, monthly...)
- B. # of B2B transactions allowed per month with your trading partners
- C. Number of expected customers, suppliers, partners or transmissions to be on-boarded or managed
- D. three years of customer commitment in the initial agreement

Correct Answer: C

QUESTION 4

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 5

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

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