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QUESTION 1

A prospect is considering potential implementations of decision optimization and business intelligence. Which best describes the relationship between these two technologies?

A. Business Intelligence provides valuable insight into data that complements Decision Optimization.

B. Decision Optimization requires implementation of Business Intelligence.

C. C. Business Intelligence and Decision Optimization serve the same purpose. There is no value in implementing both

D. Business Intelligence and Decision Optimization are completely distinct and not suitable for integration.

Correct Answer: A

QUESTION 2

The sales team has presented a detailed proposal to a company in the chemical industry for a production planning application. The customer expresses interest but is concerned about IBM\\'s ability to deliver an application addressing very complex requirements. An appropriate next step for the technical seller would be:

A. Offer to arrange reference call(s) with previous customers with similar challenges.

B. Suggest engaging IBM Global Business Services (GBS).

C. Discuss finance options from IBM Global Finance (IGF).

D. Offer a fixed price contract

Correct Answer: B

QUESTION 3

A large logistics company asked IBM for help with a vehicle routing solution to improve their operational efficiency. Which metric could an IBM Decision Optimization based solution directly help improve and, as a result, generate the most cost savings for the client?

A. maintenance frequency

B. placement of truck sensors

C. driver retention rate

D. total miles driven

Correct Answer: C

QUESTION 4

A customer is interested in deploying an optimization solution that will need to run locally on mobile devices that end users in the field carry with them What is the most appropriate license and sizing metric that the IBM team would propose?

A. IBM ILOG CPLEX Optimizer Deployment Edition and the number of mobile devices

B. IBM ILOG CPLEX Optimization Studio Developer Edition Floating User Single Session and the number of concurrent users

C. IBM CPLEX Optimizer Deployment Edition and the number of concurrent optimization requests

D. IBM ILOG CPLEX Optimizer Single User Edition Client Device License and the number of mobile devices

Correct Answer: B

QUESTION 5

A technical seller conducts a discovery workshop with a client. What is important to know when assessing the business use cases of the client?

A. Compare the current to the desired situation and determine relevant key performance indicators.

B. Get a deep understanding of the desired situation and the client\\\'s total revenue.

C. Evaluate the complexity of the optimization model and estimate key performance indicators.

D. Evaluate the complexity of the optimization model and determine the client s total revenue

Correct Answer: A

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