

## P1000-015<sup>Q&As</sup>

IBM B2B Collaboration Solutions Technical Mastery v2

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## QUESTION 1

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

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## QUESTION 2

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 3

What does IBM Transformation Extender Advanced (ITXA) capability add to ITX?

- A. Delivering financial statements of customer spend across all accounting periods
- B. Managing onboarding a company's trading partners
- C. Increasing customer engagement and retention
- D. Bundles enveloping, pre-processing, mapping, de-enveloping, and post processing into a single tool which is a very effective for EDI

Correct Answer: A

Reference: [https://www.ibm.com/support/knowledgecenter/en/SSDF7K\\_9.0.0/com.ibm.help.common.doc/kc\\_welcome\\_9.0.html](https://www.ibm.com/support/knowledgecenter/en/SSDF7K_9.0.0/com.ibm.help.common.doc/kc_welcome_9.0.html)

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**QUESTION 4**

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

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**QUESTION 5**

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

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**QUESTION 6**

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

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**QUESTION 7**

Who is IBM B2B Software's biggest competitor. In terms of B2B Cloud Services offering?

- A. webMethods
- B. TIBCO
- C. Opentext/GXS
- D. Axway

Correct Answer: D

Reference: <https://www.itcentralstation.com/products/ibm-b2b-integrator-alternatives-and-competitors>

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## QUESTION 8

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

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## QUESTION 9

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

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## QUESTION 10

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

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