

P2020-795^{Q&As}

IBM Decision Optimization Technical Mastery Test v2

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QUESTION 1

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 2

A technical seller has conducted an IBM Decision Optimization Discovery Workshop with a client. Which situation requires further discovery?

- A. The project budget is not yet fixed.
- B. The client has not yet provided data for a proof of concept.
- C. The key stakeholders have not attended the workshop sessions.
- D. The Time To Pay value cannot exactly be determined.

Correct Answer: B

QUESTION 3

A customer is interested in an affordable deployment of an IBM Decision Optimization Center (DOC) solution that will support a collaborative planning application with multiple business users. What should the technical seller inquire about that would allow the IBM team to come up with a sizing recommendation for the IBM DOC CPLEX Server Component?

- A. The number of business users that will be using the optimization application
- B. The number of concurrent optimization requests that are expected to reach the CPLEX server at any given time.
- C. The amount of time it takes for the server to respond to a single optimization request.
- D. The number of variables and constraints in the optimization problem.

Correct Answer: D

QUESTION 4

A manufacturer wants to implement Sales and Operations Planning and is considering a packaged application from a major database vendor. Which is a sales point for a solution based on IBM Decision Optimization Center (DOC)?

- A. IBM DOC handles end to end transactions processes.
- B. IBM DOC has a packaged application for Sales and Operations Planning
- C. IBM DOC solutions are customized to the customer's unique business model.
- D. IBM DOC solves linear optimization problems.

Correct Answer: B

QUESTION 5

A manufacturing client has asked for a Proof of Concept on production scheduling. What is the first thing the technical seller will need to work on?

- A. Find out when all required data will be available.
- B. Determine the components that need to be licensed and their sizing.
- C. Start working on a first version of the mathematical model to better assess the complexity.
- D. Ensure that there is a clear agreement on objectives, expected outcomes and the responsibilities of each party.

Correct Answer: D

QUESTION 6

A customer is looking for a solution to determine the best staff levels at their service centers while considering variability in arrival rates of service tickets and duration to resolve them. Which IBM offering will the technical seller propose to the customer?

- A. CPLEX Optimization Studio
- B. SPSS Modeler
- C. Decision Optimization Center with Uncertainty Toolkit
- D. cloud

Correct Answer: C

QUESTION 7

A customer is interested in having a single environment for running their predictive and decision optimization models. The predictive model, developed as an SPSS stream,

- A. Decision Optimization Center Data Server

- B. Decision Optimization Center Solution Accelerator
- C. WebSphere Application Server
- D. Decision Optimization Center Client

Correct Answer: B

QUESTION 8

While the components of a product demonstration will vary depending upon the requirements of the prospective customer, a best practice for all successful product demonstrations is to:

- A. Cover as many features as possible in order to impress the prospect.
- B. Lead with a description of the product architecture.
- C. Start by describing all input data before showing the solution.
- D. Focus on 2-5 key features and summarize their benefits.

Correct Answer: D

QUESTION 9

A manufacturing prospect is looking to implement a collaborative production planning system for multiple planners located in a single geographic location. The prospect prefers an "on-premise" solution. Which set of products would be best to propose?

- A. CPLEX Enterprise Server, DOC Data Server, WAS ND
- B. DOC Planner Edition, CPLEX Engine
- C. DOC Client Edition, DOC CPLEX Server, DOC Data Server, WAS
- D. DOC Reviewer Edition, DOC CPLEX Server, DOC Data Server, WAS ND

Correct Answer: A

QUESTION 10

A customer is interested in deploying an optimization solution with IBM Decision Optimization CPLEX Deployment Edition. What should the technical seller inquire about that would allow the IBM team to come up with a sizing recommendation?

- A. The number of business users that will be using the optimization application.
- B. The number of concurrent optimization requests that are expected to reach CPLEX at any given time
- C. The amount of time it takes for CPLEX to solve a single optimization request

D. The number of variables and constraints in the optimization problem

Correct Answer: D

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