



P1000-015^{Q&As}

IBM B2B Collaboration Solutions Technical Mastery v2

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QUESTION 1

For B2B Collaboration Solutions, each instance of QA, Dev or Test in a separate license and part number. What does IBM typically charge for each non-production deployment?

- A. 25% of the charge for production
- B. 100% or the same charge as for production
- C. 75% of the charge for production
- D. 50% of the charge for production

Correct Answer: A

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

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

QUESTION 4

Which is NOT a core functionality of IBM B2B Integration solutions?



- A. Improved SLA management
- B. Provides secure and reliable data movement inside and outside of the enterprise
- C. Improves customer and partner on-boarding
- D. Provides improved visibility into potential supply chain disruptions and mitigates risk

Correct Answer: A

Reference: <https://www-356.ibm.com/partnerworld/gsd/showimage.do?id=42249>

QUESTION 5

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

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