



P1000-015^{Q&As}

IBM B2B Collaboration Solutions Technical Mastery v2

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QUESTION 1

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

QUESTION 2

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 3

What is the core functionality of PEM?

- A. Onboard and manages a company's trading partners
- B. Automatically created EDI data maps
- C. Facilitates the secure exchange of EDIFACT data from one computer to another through a network
- D. Transports, translates and tracks data

Correct Answer: A

QUESTION 4

Which is a competitor you will likely face for B2B Collaboration solutions?



- A. Salesforce
- B. ClickTale
- C. GlobalSCAPE
- D. Axway
- E. Adobe

Correct Answer: A

Reference: <https://www.g2crowd.com/products/ibm-b2b-collaboration/competitors/alternatives>

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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