

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

IBM B2B Collaboration Solutions Technical Mastery v2

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# **QUESTION 1**

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 2**

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

#### **QUESTION 3**

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



### **QUESTION 4**

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 5**

In what market is Connect:Direct the industry leader?

- A. Partner onboarding
- B. Connecting and monitoring systems
- C. Data translation
- D. Point-to-point file transfer
- Correct Answer: D

Reference: https://www.ibm.com/downloads/cas/KXXWGXWA

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