



P1000-015^{Q&As}

IBM B2B Collaboration Solutions Technical Mastery v2

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QUESTION 1

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>

QUESTION 2

Which of the following is NOT a benefit of PEM?

- A. Automated data mapping =saves time
- B. Faster onboarding = faster time to revenue
- C. Less errors = reduced support costs
- D. Automation = reduced resource expense

Correct Answer: B

Reference: <https://www.ibm.com/us-en/marketplace/trading-partner-onboarding-solution>

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



QUESTION 4

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 5

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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