



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

For B2B Collaboration Solutions pricing, what are entitlements controlled by?

- A. PPA/IPLA agreement
- B. The level of security required
- C. Keys
- D. The industry sector of the client

Correct Answer: A

QUESTION 3

Which offering is NOT a part of B2B Collaboration solutions?

- A. IBM Global High-Availability Mailbox
- B. IBM Transformation Extender
- C. Web Forms
- D. Sterling Secure Proxy
- E. Sterling B2B integrator

Correct Answer: C

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 offerings are included in B2B Collaboration solutions? (Select 2.)

- A. B2B Software
- B. Order Management
- C. Partner Engagement Manager
- D. Supply Chain Insights
- E. Store Engagement

Correct Answer: AC

Reference: <https://www.ibm.com/supply-chain/b2b-integration>

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