P2020-795^{Q&As}

IBM Decision Optimization Technical Mastery Test v2

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QUESTION 1

The roles of sellers and technical sellers often overlap. What key action must the technical seller take to enable the seller to provide an accurate software license price quote for IBM Decision Optimization Center?

A. Determine if any contract terms should be altered

B. Discuss solution implementation timeline and project resources

C. Discuss deployment architecture and expected usage patterns

D. Review proposals for similar past solutions for existing clients

Correct Answer: C

QUESTION 2

A technical seller conducts the business section of an IBM Decision Optimization Discovery Workshop with the client. It is important that the technical seller:

A. Understand the financial, managerial and time constraints that exists as well as give a solution overview.

B. Illustrate IBM\\'s capabilities with success stories as well as give a solution overview.

C. Understand the financial, managerial and time constraints that exist as well as make sure that the business problem is clearly expressed

D. Discuss the IT architecture as well as make sure the business problem is clearly expressed.

Correct Answer: C

QUESTION 3

A large paper manufacturer makes standard and specialty papers. The production process makes batches of long rolls of paper Individual customer orders can be accommodated by cutting the rolls into segments of varying widths. They have requested that IBM develop an optimization solution that improves their operational efficiency. Which is an appropriate goal to be optimized in this situation?

A. Reduce scrap loss.

B. Verify all customer orders.

C. Estimate set-up times between orders.

D. Design a color pattern for each roll processed.

Correct Answer: A

QUESTION 4

A manufacturing prospect is looking to implement a collaborative production planning system for multiple planners located in a single geographic location. The prospect prefers an "on-premise" solution. Which set of products would be best to propose?

A. CPLEX Enterprise Server, DOC Data Server, WAS ND

B. DOC Planner Edition, CPLEX Engine

C. DOC Client Edition, DOC CPLEX Server, DOC Data Server, WAS

D. DOC Reviewer Edition, DOC CPLEX Server, DOC Data Server, WAS ND

Correct Answer: A

QUESTION 5

A customer is interested in having a single environment for running their predictive and decision optimization models. The predictive model, developed as an SPSS stream,

A. Decision Optimization Center Data Server

B. Decision Optimization Center Solution Accelerator

C. WebSphere Application Server

D. Decision Optimization Center Client

Correct Answer: B