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Vendor: IBM

Exam Code: P2060-017

Exam Name: IBM B2B Integration SaaS Technical
Mastery Test v1

Version: Demo

QUESTION NO: 1

What IBM cloud based SaaS solution enables data to be converted from one EDI format to the required trading partner's format for their systems?

- A. IBM Sterling B2B Collaboration
- B. IBM Sterling File Transfer Service
- C. IBM Sterling Process Automation
- D. IBM Sterling Transformation Services

Answer: D

QUESTION NO: 2

The top obstacles of lack of budget and cost of systems that your customer's suppliers and buyers feel prevents them from doing more B2B e-Commerce with their trading partners is known as which of the following?

- A. Total cost of ownership (TCO)
- B. Complexity of integration
- C. Lack of resources
- D. B2B Infrastructure Management

Answer: A

QUESTION NO: 3

What tool can IBM's business partners leverage that shows how a full outsourced managed services operation can show savings and return a handsome ROI in a relatively short time to a customer?

- A. IBM Sterling File Transfer Service Calculator
- B. IBM Sterling B2B Integrator Calculator
- C. IBM B2B Integration Services ROI Calculator
- D. IBM B2B Automation Savings Calculator

Answer: C

QUESTION NO: 4

The three solutions that make up the IBM Sterling Cloud Services or SaaS solutions are:

- A. IBM Sterling B2B Integrator, IBM Sterling B2B Collaboration Network, & IBM Sterling File Transfer Service
- B. IBM Sterling File Transfer Service, IBM Sterling B2B Integration Services, & IBM Sterling B2B Integrator
- C. IBM Sterling B2B Collaboration Network, IBM Sterling File Transfer Service, & IBM Sterling B2B Integration Services
- D. None of the above.

Answer: C

QUESTION NO: 5

When your customer needs to move broad based megabyte and gigabyte files in the cloud with a one-to-many manner with their trading partners, which solution will best meet your customer's need?

- A. IBM Sterling B2B Integration Services
- B. IBM Sterling File Transfer Service
- C. IBM Sterling B2B Collaboration
- D. IBM Sterling Transformation Services

Answer: B

QUESTION NO: 6

What SaaS cloud-based IBM solution enables secure integration with external business partners, supports any communication protocol and document standard, offers unprecedented levels of visibility, and has class leading archival and interconnect services?

- A. IBM Sterling Transformation Services
- B. IBM Sterling B2B Integrator

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- C. IBM Sterling B2B Collaboration Network
 - D. IBM Sterling File Transfer Service

Answer: C

QUESTION NO: 7

There are two online tools covered in the training for viewing and supporting transactions online. Choose the correct answer showing how to access the tools and the mapping between the tools and the customer's solution:

- A. Accessed via Customer Center. IBM Sterling B2B Collaboration Network (VAN) ?Document Tracking; IBM Sterling B2B Integration Services (Managed Services) ?In Flight.
- B. Accessed via PartnerWorld. IBM Sterling B2B Collaboration Network (VAN) ?Document Tracking; B2B Sterling Integration Services (Managed Service) ?In Flight.
- C. Accessed via IBM Support Portal. IBM Sterling B2B Collaboration Network (VAN) ?In Flight; IBM Sterling B2B Integration Services (Managed Services) ?Document Tracking.
- D. Accessed via Customer Center. IBM Sterling B2B Collaboration Network (VAN) ?In Flight; IBM Sterling B2B Integration Services (Managed Services) ?Document Tracking.

Answer: A

QUESTION NO: 8

Which of the following statements is TRUE regarding your customer's tier 1 large document volume business trading partners?

- A. They represent the smallest portion of their business community, representing only 20% of their trading partners, and as much as 80% of their transaction volume.
- B. They are more likely to have in-house integration capabilities.
- C. They have a low perceived complexity to integrate and onboard trading partners.
- D. All of the above.

Answer: D

QUESTION NO: 9

A customer who currently does manual business documents with their trading partners can save between ____ and _____ by automating business process documents, according to Forrester Consulting research.

- A. 50%, 70%
- B. 20%, 50%
- C. 20%, 30%
- D. 10%, 30%

Answer: B

QUESTION NO: 10

IBM Sterling Transformation Services supports which of the following transformations?

- A. EDI to EDI Proprietary, EDI proprietary to EDI, and EDI to EDI.
- B. EDI to EDI, EDI to Proprietary, Proprietary to EDI, XML to EDI, XML to XML, XML to Proprietary, and Proprietary to XML.
- C. EDI to EDI and XML to XML
- D. XML to EDI, XML to XML, XML to Proprietary, Proprietary to XML

Answer: B

QUESTION NO: 11

Protocols supported for use with IBM Sterling File Transfer Service include:

- A. HTTP, AS2, FTP, OFTP2, Frame Relay, ISDN, AS3
- B. ISDN, Frame Relay, HTTP, HTTPS, AS2, SFTP, FTPS, OFTP2
- C. HTTP, FTP, OFTP2, AS2, SFTP, AS3, SONET
- D. HTTP, HTTPS, AS2, SFTP, FTPS, FTP, OFTP2

Answer: D

QUESTION NO: 12

What are the main selling phases that you should follow for identifying, proving, and showing the best B2B Integration solution set for your customers?

- A.** Discovery, Assessment, Showing & positioning business value
- B.** Interviewing, Discovery, Assessment
- C.** Discovery, Consulting, Interviewing
- D.** Showing & positioning business value, Consulting, Interviewing

Answer: A

QUESTION NO: 13

Three of the items you need to uncover in the discovery phase to assess your customer's current B2B environment include which of the following?

- A.** Whether their B2B operation is sized correctly for their enterprise, what their disaster recovery strategy is, and their level of visibility throughout their supply chain.
- B.** The type of reporting system the company has for integration, the level of visibility throughout their supply chain, and what their disaster recovery strategy is.
- C.** The level of visibility throughout their supply chain, the type of reporting system the company has for integration, and whether their B2B operation is sized correctly for their enterprise.
- D.** Their plans for the future of their B2B environment, the percentages of B2B trading partners that are automated, and the countries they do business in.

Answer: A

QUESTION NO: 14

Automation equals profitability and _____ for a customer.

- A. sustainability
- B. improved cost savings
- C. market place longevity
- D. economies of scale

Answer: B

QUESTION NO: 15

In the example provided in the review materials showing the total cost of ownership between on-premise software and the outsourced B2B managed services solution, which of the following is the best reason why the customer should pick the managed services solution?

- A. The additional features will help drive greater revenue for the customer.
- B. It frees up current B2B infrastructure staff to do other projects within the company creating more efficiencies.
- C. It will result in better customer satisfaction across the customer's supply chain.
- D. The additional features eliminate the customer's B2B risk all while lowering the operational costs of their B2B operation.

Answer: D

QUESTION NO: 16

Why will uncovering the future plans of your customer's B2B environment help you position the correct solution?

- A. It will show the level of risk a customer is willing to take on a proposed solution, determines the best reporting structure for the customer, and their knowledge of B2B best practices for solution positioning.
- B. It will show the expected growth of the customer's transactions to expose future risk to the business, determines customer timing to upgrade their B2B environment, and helps with the ROI calculations for the best solution.
- C. It determines customer timing to upgrade their B2B environment, shows the level of risk a customer is willing to take on a proposed solution, and helps with the ROI calculations for the best solution.

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