



P1000-015^{Q&As}

IBM B2B Collaboration Solutions Technical Mastery v2

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QUESTION 1

Which of these allows PEM to connect to multiple assets from a single repository?

- A. REST APIs
- B. Connect:Direct
- C. UBX
- D. Sterling File Gateway

Correct Answer: A

QUESTION 2

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>

QUESTION 3

When meeting with the Chief Supply Officer for PEM, which set of prospecting questions would be the MOST appropriate?

- A. How long does it take you to recognize value from a new trading partner relationship? When do you start getting revenue in the partner onboarding cycle?
- B. What percentage of orders is managed electronically? What percentage of orders is managed manually?
- C. What is the average number of line items on your hardcopy Purchase Orders? How many pages it is usually?
- D. Do you want to deploy the partner engagement solution on IBM managed cloud? Or behind your firewall?

Correct Answer: A

QUESTION 4

What information is NOT required to build a new PEM quote for customers?



- A. IBM service billing frequency (Up-front, annually, quarterly, monthly...)
- B. # of B2B transactions allowed per month with your trading partners
- C. Number of expected customers, suppliers, partners or transmissions to be on-boarded or managed
- D. three years of customer commitment in the initial agreement

Correct Answer: C

QUESTION 5

B2B Collaboration solutions is a part of what Category?

- A. Watson Supply Chain
- B. Watson Commerce
- C. Watson Marketing
- D. Watson Order Management

Correct Answer: A

Reference: <https://www.ibm.com/downloads/cas/GNAML3RK>

QUESTION 6

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 7

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 8

Which of the following is NOT considered a competitor for PEM?

- A. Homegrown solutions
- B. Seeburger
- C. Axway
- D. OpenText (GXS)
- E. Adobe

Correct Answer: A

QUESTION 9

Which IBM strength should be highlighted when going against competitors in the B2B/MFT space?

- A. IBM tools include Watson, which can automatically build data maps
- B. IBM's B2B Solutions are tightly integrated with our WebSphere Commerce platform
- C. IBM is a very strong in Security and this solution has never been breached
- D. IBM B2B/MFT Solutions are available in 10 languages

Correct Answer: B

Reference: <https://www.ibm.com/case-studies/elektronabavawebSpherecommerce>

QUESTION 10

What is the core functionality of PEM?

- A. Onboard and manages a company's trading partners
- B. Automatically created EDI data maps
- C. Facilitates the secure exchange of EDIFACT data from one computer to another through a network
- D. Transports, translates and tracks data



Correct Answer: A

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