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IBM B2B Collaboration Solutions Technical Mastery v2

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QUESTION 1

When configuring a solution for MFT customers, which product should always be considered?

A. Sterling Secure Proxy

B. Gentran

C. Order Management

D. Supply Chain Insights

Correct Answer: A

Reference: https://www.ibm.com/blogs/watson-customer-engagement/2017/09/25/7-ways-ibm-leadingsecurity-push-managed-file-transfer-mft/

QUESTION 2

Which B2B Collaboration solutions offering facilities the onboarding process and manages the partner community?

A. B2B Integrator

B. Connect:Direct

C. B2B Onboarding Manager

D. Partner Engagement Manager

Correct Answer: D

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

QUESTION 3

Which is s key discovery question specific to B2B Collaboration solutions?

A. Many of our customers have developed a Center of Excellence approach around data integration and file movement. Is this something you are pursuing for your business?

B. What should an optimal customer journey look like, and what channels are involved?

C. Regarding online pricing, how can you sense competitive moves and react in real time?

D. How valuable would it be if you order fulfillment process could detect disruptions to customer orders and alert you before they impact customer promise dates?

Correct Answer: D

QUESTION 4

Which two statements about providing sales quotes for Watson Supply Chain offerings are correct?

A. Quotes are based on part numbers and the quantity required, and other factors such as historical spend with IBM

B. Sales reps do not need to check the Global Watch List

C. The manager is required to review every quote before it is released

D. To encourage cross-selling, quotes are based on the number of solutions purchased by the client location only

E. Sellers must use quotes generated from the SQO system

Correct Answer: AB

QUESTION 5

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

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