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QUESTION 1

A retail organization is looking to develop a supply-chain planning application. They are open to either on-premise or cloud deployment. Which would be the stronge

A. The prospect prefers to model in OPL.

B. The proposed model is combinatorially complex.

C. The source data resides in an Oracle database.

D. The model only needs to be run once a quarter.

Correct Answer: A

QUESTION 2

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 3

A client invites a technical seller to a meeting in order to discuss a new Sales and Operations Planning RFI they just issued. During the discussion they ask about what\\'s unique about IBM Decision Optimization\\'s value proposition. Knowing that they mentioned either using a packaged solution or a custom solution, the technical seller should answer that the offering is unique due to:

A. No one else can develop custom solutions as timely as IBM

B. Decision Optimization has a solution based upon an existing SAP connector only.

C. IBM has a unique combination of skills, flexible platform and industry know how.

D. IBM has multiple references to offer this prospect.

Correct Answer: C

QUESTION 4

A customer is interested in an affordable deployment of an IBM Decision Optimization Center (DOC) solution that will support a collaborative planning application with multiple business users. What should the technical seller inquire about that would allow the IBM team to come up with a sizing recommendation for the IBM DOC CPLEX Server Component?

A. The number of business users that will be using the optimization application

B. The number of concurrent optimization requests that are expected to reach the CPLEX server at any given time.

C. The amount of time it takes for the server to respond to a single optimization request.

D. The number of variables and constraints in the optimization problem.

Correct Answer: D

QUESTION 5

A key feature distinguishing IBM Decision Optimization from Predictive Analytics is:

A. Decision Optimization results are more accurate.

B. Decision Optimization results provide optimized actionable plans.

C. Decision Optimization results are easier to implement.

D. Decision Optimization results require less data.

Correct Answer: C

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