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QUESTION 1

A technical seller is preparing a demonstration for a renewable energy company that is looking for innovative ways to distribute energy. Which set of capabilities would best highlight the value of a Decision Optimization solution implemented by IBM?

A. The Uncertainty Toolkit, integration with IOT and Weather, and IBM\\'s partnership with Twitter

B. CPLEX performance, the existing Unit Commitment asset, and Profiler in CPLEX Optimization Studio

C. SPSS Connector in CPLEX Optimization Studio, CP Optimizer performance, and search phases

D. Supply Demand Demo, SPSS Connector in CPLEX Optimization Studio, and IBM\\'s partnership with Twitter

Correct Answer: C

QUESTION 2

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

QUESTION 3

A technical seller has conducted an IBM Decision Optimization Discovery Workshop with a client. Which situation requires further discovery?

A. The project budget is not yet fixed.

B. The client has not yet provided data for a proof of concept.

C. The key stakeholders have not attended the workshop sessions.

D. The Time To Pay value cannot exactly be determined.

Correct Answer: B

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

After reviewing IBM Decision Optimization offerings, a customer gets interested in the Decision Optimization Center (DOC) product. The customer\\'s requirement is for a development environment and a multi-user collaborative deployment environment. Which DOC components will the technical seller recommend?

A. DOC Developer Edition, DOC CPLEX Server and DOC Client

B. DOC Developer Edition, DOC Data Server, DOC CPLEX Server and DOC Client

C. DOC Developer Edition and DOC Planner

D. DOC Developer Edition. DOC Data Server, DOC Client

Correct Answer: B

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