



P1000-015^{Q&As}

IBM B2B Collaboration Solutions Technical Mastery v2

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**QUESTION 1**

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 2

Which is a 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 your order fulfillment process could detect disruptions to customer orders and alert you before they impact customer promise dates?

Correct Answer: D

QUESTION 3

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 4

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

QUESTION 5

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 6

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 7

What is a main business value provided by IBM Control Center?

- A. Controls access to sensitive personal information and HIPAA data



- B. Provides centralized monitoring and alerting capabilities for B2B integration and MFT file exchanges
- C. Reduces risk associated with data loss from security breach
- D. Provides centralized and easy onboarding of customers, large and small

Correct Answer: B

Reference: http://www-01.ibm.com/common/ssi/ShowDoc.wss?docURL=/common/ssi/rep_ca/1/897/ENUS216-111/index.html&lang=en&request_locale=en

QUESTION 8

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 9

What is the primary value proposition for MFT?

- A. Allowing clients to integrate business processes by sending/receiving files with their trading community
- B. Tracking and managing partner skills and engagement
- C. Bundles enveloping, pre-processing, mapping, de-enveloping, and post processing into a single tool which is very effective for EDI
- D. Enabling unsecure and unaudited file exchanges to occur throughout the organization

Correct Answer: A

Reference: <http://www.redbooks.ibm.com/redbooks/pdfs/sg247927.pdf>

QUESTION 10

What are two available add-ons for B2B integrator?

- A. FIPS Module
- B. Gentran



C. WebSphere Partner Gateway

D. Sterling File Gateway(SFG)

E. C:D Solo Edition

Correct Answer: DE

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