

# P1000-015<sup>Q&As</sup>

IBM B2B Collaboration Solutions Technical Mastery v2

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### QUESTION 1

When meeting with business users who are more involved in the day-to-day activities, what is a key discovery question that will help Connect:Direct win by highlighting its value play?

- A. What is your budget?
- B. Is FTP secure enough?
- C. What programming language is the most supported in your company?
- D. What solutions have been tried in the past or are in place for this problem?

Correct Answer: D

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### QUESTION 2

What is the key difference between the pricing models for Connect:Direct Premium versus Standard editions?

- A. The Premium edition can talk to many endpoints, while the Standard edition can only talk to one endpoint
- B. The Premium edition is priced by PVUs, while the Standard edition is priced by simultaneous sessions
- C. The Premium edition includes the C:D High Speed add-on for long distance and large file transport, and this add-on is available for purchase on the Standard edition
- D. The price of the Premium edition includes unlimited non-production environments, while the environments are limited on the Standard edition

Correct Answer: B

Reference:

<https://www.ibm.com/developerworks/community/forums/html/topic?id=48cabedd-37f4-45db8801-9efeb77929fe>

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### QUESTION 3

Based on the battle card, who is a top competitor for IBM's B2B Collaboration offerings?

- A. FileZilla
- B. RSSBus
- C. Control Center
- D. Axway

Correct Answer: D

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### QUESTION 4

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

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#### QUESTION 5

What is a key PEM competitive differentiator?

- A. It easily integrated with a myriad of IBM and non-IBM solutions through the use of IBM Universal Behavior Exchange, an optional add-on feature
- B. It is an on-premise solution, allowing clients full control of their system and ensuring security for even the most sensitive partner data
- C. It is agnostic of location, with hybrid deployment options (public, private or local cloud) based on the client's IT strategy and data security requirements
- D. It uses blockchain technology to create immutable records

Correct Answer: B

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