

P1000-015^{Q&As}

IBM B2B Collaboration Solutions Technical Mastery v2

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QUESTION 1

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>

QUESTION 2

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

QUESTION 3

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>

QUESTION 4

Which product in the MFT portfolio is a market leader, and has NEVER been breached?

- A. Connect:Direct
- B. B2B Integrator
- C. WebSphere Commerce
- D. ITXA

Correct Answer: A

Reference: <https://www.ibm.com/downloads/cas/KXXWGXWA>

QUESTION 5

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

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