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QUESTION 1

A manufacturing prospect is looking to implement a collaborative production planning system for multiple planners located in a single geographic location. The prospect prefers an "on-premise" solution. Which set of products would be best to propose?

A. CPLEX Enterprise Server, DOC Data Server, WAS ND

B. DOC Planner Edition, CPLEX Engine

C. DOC Client Edition, DOC CPLEX Server, DOC Data Server, WAS

D. DOC Reviewer Edition, DOC CPLEX Server, DOC Data Server, WAS ND

Correct Answer: A

QUESTION 2

AI an initial meeting, the prospect asks for an estimate of the ROI for a custom optimization solution. A suitable next step would be to:

A. Offer an evaluation copy of CPLEX.

B. Offer to develop a detailed Proof of Concept.

C. Suggest a Discovery Workshop to clarify the business use case and scope a solution.

D. Explain that ROI is difficult to estimate, but always significant

Correct Answer: C

QUESTION 3

While the components of a product demonstration will vary depending upon the requirements of the prospective customer, a best practice for all successful product demonstrations is to:

A. Cover as many features as possible in order to impress the prospect.

B. Lead with a description of the product architecture.

C. Start by describing all input data before showing the solution.

D. Focus on 2-5 key features and summarize their benefits.

Correct Answer: D

QUESTION 4

A customer wants to deploy an optimization based solution in a scalable and high availability (HA) deployment

environment that provides failover and load balancing capabilities. Which application server can be used for deploying Decision Optimization Center server components to provide an HA environment?

A. WebSphere Application Server Community Edition

B. WebSphere Application Server Network Deployment

C. Oracle WebLogic Server

D. WebSphere Application Server

Correct Answer: D

QUESTION 5

A large international manufacturer is expanding rapidly and is looking to IBM for help in improving their supply chain network. Which metric does an IBM Decision Optimization solution help improve directly?

A. customs compliance for global sourcing

B. mean time to failure (MTTF) for equipment

C. open distribution center costs

D. global tax accounting

Correct Answer: C

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