

P1000-015^{Q&As}

IBM B2B Collaboration Solutions Technical Mastery v2

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QUESTION 1

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

QUESTION 2

Sterling Secure Proxy is add-on module for Sterling File Gateway (SFG) and/or which product?

- A. Gentran
- B. WebSphere Commerce
- C. Connect:Direct
- D. Bluemix

Correct Answer: C

Reference: ftp://public.dhe.ibm.com/software/commerce/doc/mft/ssp/34/SSP_Reverse_Proxy_Scenarios_SSO_Book.pdf

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 offering is NOT a part of B2B Collaboration solutions?

- A. IBM Global High-Availability Mailbox
- B. IBM Transformation Extender
- C. Web Forms
- D. Sterling Secure Proxy
- E. Sterling B2B integrator

Correct Answer: C

QUESTION 5

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 6

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 7

For B2B Collaboration Solutions, each instance of QA, Dev or Test in a separate license and part number. What does IBM typically charge for each non-production deployment?

- A. 25% of the charge for production
- B. 100% or the same charge as for production
- C. 75% of the charge for production
- D. 50% of the charge for production

Correct Answer: A

QUESTION 8

Who is IBM B2B Software's biggest competitor. In terms of B2B Cloud Services offering?

- A. webMethods
- B. TIBCO
- C. Opentext/GXS
- D. Axway

Correct Answer: D

Reference: <https://www.itcentralstation.com/products/ibm-b2b-integrator-alternatives-and-competitors>

QUESTION 9

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 10

Which two plays are appropriate when discussing B2B Software with customers?

- A. Discuss the integration of our B2B Software with our Lotus Notes platform
- B. Discuss bundling file transfer and EDI into a single server-based solution (e.g. EDI and HIPAA compliance)
- C. Mention the offer to subscribe to 2 years of SandS and get the 3rd year free of charge
- D. Discuss potential for consolidation of current solutions
- E. Discuss the 90-day "Try Before You Buy" program

Correct Answer: DE

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