

P1000-015^{Q&As}

IBM B2B Collaboration Solutions Technical Mastery v2

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QUESTION 1

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 2

Which of these is a purchasable add-on for Connect:Direct?

- A. High-speed add on
- B. Secure+ Add-on
- C. Command Line Interface
- D. Cloud Certification

Correct Answer: A

Reference: <http://www-01.ibm.com/common/ssi/cgi-bin/ssialias?subtype=caandinfotype=anandsupplier=897andletternum=ENUS216-121>

QUESTION 3

Which offering is NOT a part of B2B Collaboration solutions?

- A. Sterling File Gateway
- B. Supply Chain Insights
- C. IBM Control Center
- D. Sterling Connect:Direct

Correct Answer: B

QUESTION 4

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

QUESTION 5

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

QUESTION 6

Which B2B Collaboration solutions offering facilitates 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 7

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 8

Who is considered a key buyer for B2B Collaboration solutions?

A. Chief Supply Chain Officer

B. Chief Financial Officer

C. Chief marketing Officer

D. Business Continuity Manager

Correct Answer: D

QUESTION 9

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 10

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>

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