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000-M237

IBM

*IBM B2B Integration-Network-Managed File Transfer
Sales Mastery Test v1*

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QUESTION: 1

What are the visibility and control characteristics of IBM Sterling B2B Integrator?

- A. SQL queries are used to directly access the message database.
- B. Long term storage and archiving.
- C. Configurable dashboards, EDI / B2B tracking and reporting.
- D. Links directly to IBM WebSphere Business Monitor.

Answer: C

Reference:

<http://public.dhe.ibm.com/common/ssi/ecm/en/zs03017usen/ZZS03017USEN.PDF>(page 4)

QUESTION: 2

What are some tangible business benefits that customers achieve from using Sterling B2B Integrator?

- A. Rapidly develop new sales channels.
- B. Cut B2B development and implementation time by up to 75%.
- C. Improve visibility of inventory and shipment status across the supply chain.
- D. On board smaller partners at minimal cost.
- E. All of the above.

Answer: C

Reference:

http://www.google.com.pk/url?sa=t&rct=j&q=tangible%20business%20benefits%20that%20customers%20achieve%20from%20using%20sterling%20b2b%20integrator&source=web&cd=1&ved=0CBkQFjAA&url=http%3A%2F%2Fwww.sterlingcommerce.com%2Fapps%2Fcollaterallibrary%2Fexternal%2FDownloadFile.asp%3Ffil%3D102252&ei=iJLTtoz3Os_NsgbWrKSpDA&usg=AFQjCNFQy zUUXWWcJtvjUnTzktl_GlDoxA (page 3, third column)

QUESTION: 3

What capabilities are required to optimize your dynamic business network?

- A. B2B communications

- B. Process automation
- C. Community enablement
- D. Visibility
- E. All of the above.

Answer: D

Reference:

<http://www.redbooks.ibm.com/redpapers/pdfs/redp4723.pdf> (Page5,3rd bulleted point)

QUESTION: 4

In a customer success story, Kroger reports that they transfer over _____ of data per day using IBM/Sterling managed file transfer solutions.

- A. 500 GB
- B. 1 TB
- C. 5 TB
- D. 10 TB

Answer: B

QUESTION: 5

Which of the following is NOT a “must have” capability for customers that are attempting to solve their data movement challenges?

- A. Pass tougher security audits.
- B. Double their transfer capacity without increasing staff.
- C. Cut new connection cycle time in half.
- D. Remove the FTP risk.
- E. All are “must have” capabilities.

Answer: A

QUESTION: 6

The IBM Sterling Collaboration Network archives data for how long at no additional charge?

- A. 3 days
- B. 35 days
- C. 45 days
- D. 15 days

Answer: D

QUESTION: 7

What type of visibility is available in IBM Sterling B2B Integrator?

- A. Configurable dashboards and reports.
- B. Detailed visibility of end-to-end business processes.
- C. EDI tracking.
- D. All of the above.

Answer: B

Reference:

<http://www.redbooks.ibm.com/redpapers/pdfs/redp4723.pdf> (page 5, third bulleted point)

QUESTION: 8

What is the strategic foundation platform for IBM's B2B software solutions?

- A. Connect:Direct
- B. WebSphere Transformation Extender
- C. IBM Sterling B2B Integrator
- D. IBM Sterling Collaboration Network

Answer: C

Reference:

http://blogs.forrester.com/ken_vollmer/10-10-25-ibm_doubles_down_on_b2b_integration

QUESTION: 9

What are the 3 primary types of data movement?

- A. B2B, A2A, and Batch
- B. Batch, B2B, and E-mail
- C. Batch, B2B, and Unmanaged
- D. B2B, E-mail, and FTP

Answer: C

Reference:

[http://www-01.ibm.com/software/commerce/managed-file-transfer/products/data-movement/\(second paragraph\)](http://www-01.ibm.com/software/commerce/managed-file-transfer/products/data-movement/(second%20paragraph))

QUESTION: 10

All of the top_____ banks in the world depend upon IBM Sterling Managed File Transfer to secure their data movement.

- A. 5
- B. 10
- C. 50
- D. 100

Answer: B

QUESTION: 11

What are the external market forces that create file transfer challenges for companies?

- A. Efficiency, Digitization, Security, and Mergers.
- B. Digitization, Security, Efficiency, and Globalization.
- C. Security, Compliance, Efficiency, and Cost Reduction.
- D. Globalization, Security, Digitization, and Compliance.

Answer: B



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