



IBM

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IBM B2B Integration SaaS Technical Mastery Test v1

- A. Discovery
- B. Assessment
- C. Showing and positioning the business value
- D. Interviewing

Answer: B

QUESTION: 35

What menu option within Document Tracking allows your customer to look-up a trading partner in the network?

- A. ID Maintenance
- B. Options
- C. Views
- D. Set-up: Permissions tab

Answer: A

QUESTION: 36

Purchasing efficiencies are the top reason that drives buyers to automate more with their trading partners and consists of .

- A. maintaining accurate product information
- B. reducing order/transaction costs, optimizing overall supply chain costs, and improving supplier performance
- C. keeping up with the competition and improving regulatory compliance
- D. All of the above.

Answer: B

QUESTION: 37

The IBM Sterling B2B Integration portfolio connects people, processes, and technology to enable seamless and secure integration of key business processes. This is done by the portfolio's ability to integrate and connect .

- A. a company's larger trading partners
- B. a company's ERP to their CRM system
- C. community services
- D. any partner, any system, anywhere

Answer: D

QUESTION: 38

What is the best way to uncover the current B2B environment of a customer?

- A. Doing secondary research on the customer's B2B environment.
- B. Contact a trading partner who currently does B2B collaboration with the customer.
- C. Go onsite and do an assessment by interviewing associates and getting access to their B2B systems to pull pertinent data for assessment purposes.
- D. All of the above.

Answer: C

QUESTION: 39

Which of the following accurately depicts a challenge that businesses face with their B2B Collaboration with trading partners?

- A. Business partner communities are becoming less complex.
- B. Lack of real-time visibility into critical business processes.
- C. Unlimited resources focused on their B2B environment.
- D. All of the above.

Answer: B

QUESTION: 40

In showing a customer the value of automating small partners, what is constant regardless of partner size?

- A. The manual cost of processing a document
- B. The number of transactions
- C. The number of trading partners
- D. All of the above.

Answer: A

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