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# M2060-237

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

DEMO

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**QUESTION NO: 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/zzs03017usen/ZZS03017USEN.PDF>(page 4)

**QUESTION NO: 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=iljLToz3Os\\_NsgbWrKSpDA&usg=AFQjCNFQyzUUXWWcJtvjUnTzktl\\_GIDoxA](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=iljLToz3Os_NsgbWrKSpDA&usg=AFQjCNFQyzUUXWWcJtvjUnTzktl_GIDoxA)(page 3, third column)

**QUESTION NO: 3**

What capabilities are required to optimize your dynamic business network?

- A. B2B communications
- B. Process automation
- C. Community enablement

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- D. Visibility
  - E. All of the above.

**Answer: E**

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

#### **QUESTION NO: 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**

**Explanation:**

#### **QUESTION NO: 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: D**

**Explanation:**

#### **QUESTION NO: 6**

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

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

**Answer: B**

Reference:[http://public.dhe.ibm.com/software/commerce/doc/saas/sb2bsvcs/SCNOverviewGuide\\_Book.pdf](http://public.dhe.ibm.com/software/commerce/doc/saas/sb2bsvcs/SCNOverviewGuide_Book.pdf)8page 8, see data archival)

#### **QUESTION NO: 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 NO: 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](http://blogs.forrester.com/ken_vollmer/10-10-25-ibm_doubles_down_on_b2b_integration)

#### **QUESTION NO: 9**