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## QUESTION & ANSWER



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**Exam : P1000-015**

**Title : IBM B2B Collaboration  
Solutions Technical Mastery  
v2**

**Version : DEMO**

1. 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?

**Answer: D**

2. 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

**Answer: D**

3. 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

**Answer: B**

Explanation:

<https://www.ibm.com/developerworks/community/forums/html/topic?id=48cabedd-37f4-45db-8801-9efeb77929fe>

4. Which product in the MFT portfolio is a market leader, and has NEVER been breached?

- A. Connect:Direct
- B. B2B Integrator
- C. WebSphere Commerce
- D. ITXA

**Answer: A**

Explanation: <https://www.ibm.com/downloads/cas/KXXWGXWA>

5. 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

**Answer: D**

Explanation: <https://www.ibm.com/downloads/cas/KXXWGXWA>