



**Vendor:** IBM

**Exam Code:** 000-N17

**Exam Name:** IBM B2B Integration SaaS Technical Mastery  
Test v1

**Version:** DEMO

**QUESTION 1**

What IBM cloud based SaaS solution enables data to be converted from one EDI format to the required trading partner's format for their systems?

- A. IBM Sterling B2B Collaboration
- B. IBM Sterling File Transfer Service
- C. IBM Sterling Process Automation
- D. IBM Sterling Transformation Services

**Answer: D**

**QUESTION 2**

The top obstacles of lack of budget and cost of systems that your customer's suppliers and buyers feel prevents them from doing more B2B e-Commerce with their trading partners is known as which of the following?

- A. Total cost of ownership (TCO)
- B. Complexity of integration
- C. Lack of resources
- D. B2B Infrastructure Management

**Answer: A**

**QUESTION 3**

What tool can IBM's business partners leverage that shows how a full outsourced managed services operation can show savings and return a handsome ROI in a relatively short time to a customer?

- A. IBM Sterling File Transfer Service Calculator
- B. IBM Sterling B2B Integrator Calculator
- C. IBM B2B Integration Services ROI Calculator
- D. IBM B2B Automation Savings Calculator

**Answer: C**

**QUESTION 4**

The three solutions that make up the IBM Sterling Cloud Services or SaaS solutions are:

- A. IBM Sterling B2B Integrator, IBM Sterling B2B Collaboration Network, & IBM Sterling File Transfer Service
- B. IBM Sterling File Transfer Service, IBM Sterling B2B Integration Services, & IBM Sterling B2B Integrator
- C. IBM Sterling B2B Collaboration Network, IBM Sterling File Transfer Service, & IBM Sterling B2B Integration Services
- D. None of the above.

**Answer: C**

**QUESTION 5**

When your customer needs to move broad based megabyte and gigabyte files in the cloud with a one-to-many manner with their trading partners, which solution will best meet your customer's need?

- A. IBM Sterling B2B Integration Services
- B. IBM Sterling File Transfer Service
- C. IBM Sterling B2B Collaboration
- D. IBM Sterling Transformation Services

**Answer: B**

#### **QUESTION 6**

What SaaS cloud-based IBM solution enables secure integration with external business partners supports any communication protocol and document standard, offers unprecedented levels of visibility, and has class leading archival and interconnect services?

- A. IBM Sterling Transformation Services
- B. IBM Sterling B2B Integrator
- C. IBM Sterling B2B Collaboration Network
- D. IBM Sterling File Transfer Service

**Answer: C**

#### **QUESTION 7**

There are two online tools covered in the training for viewing and supporting transactions online. Choose the correct answer showing how to access the tools and the mapping between the tools and the customer's solution:

- A. Accessed via Customer Center. IBM Sterling B2B Collaboration Network (VAN) Document Tracking; IBM Sterling B2B Integration Services (Managed Services) In Flight.
- B. Accessed via PartnerWorld. IBM Sterling B2B Collaboration Network (VAN) Document Tracking; B2B Sterling Integration Services (Managed Service) In Flight.
- C. Accessed via IBM Support Portal. IBM Sterling B2B Collaboration Network (VAN) In Flight; IBM Sterling B2B Integration Services (Managed Services) Document Tracking.
- D. Accessed via Customer Center. IBM Sterling B2B Collaboration Network (VAN) In Flight; IBM Sterling B2B Integration Services (Managed Services) Document Tracking.

**Answer: A**

#### **QUESTION 8**

Which of the following statements is TRUE regarding your customer's tier 1 large document volume business trading partners?

- A. They represent the smallest portion of their business community, representing only 20% of their trading partners, and as much as 80% of their transaction volume.
- B. They are more likely to have in-house integration capabilities.
- C. They have a low perceived complexity to integrate and onboard trading partners.
- D. All of the above.

**Answer: D**