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IBM Decision Optimization Technical Mastery Test v2

IBM P2020-795

Version Demo

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QUESTION NO: 1

A technical seller has conducted an IBM Decision Optimization Discovery Workshop with a client. Which situation requires further discovery?

- A. The project budget is not yet fixed.
- B. The client has not yet provided data for a proof of concept.
- C. The key stakeholders have not attended the workshop sessions.
- D. The Time To Pay value cannot exactly be determined.

ANSWER: B**QUESTION NO: 2**

The Vice President of production at a company supplying household cleaning supplies and related products tells the technical seller their finished goods inventories are "out of control" leading to frequent stock-outs of some SKUs (stock keeping units) and wastage of outdated product of others. Which benefit would the technical seller indicate can be realized through use of IBM Decision Optimization?

- A. An IBM Decision Optimization solution can solve big optimization problems faster than any other product on the market.
- B. The company's Operations Research department can easily build a realistic model of the production process.
- C. The IBM Decision Optimization solution can hedge the risk of stockouts with robust plans that consider alternative demand scenarios.
- D. The IBM Decision Optimization solution can predict where and when supply shortfalls will occur at least 2 weeks in advance

ANSWER: C**QUESTION NO: 3**

The roles of sellers and technical sellers often overlap. What key action must the technical seller take to enable the seller to provide an accurate software license price quote for IBM Decision Optimization Center?

- A. Determine if any contract terms should be altered
- B. Discuss solution implementation timeline and project resources
- C. Discuss deployment architecture and expected usage patterns

D. Review proposals for similar past solutions for existing clients

ANSWER: C

QUESTION NO: 4

After reviewing IBM Decision Optimization offerings, a customer gets interested in the Decision Optimization Center (DOC) product. The customer's requirement is for a development environment and a multi-user collaborative deployment environment. Which DOC components will the technical seller recommend?

- A. DOC Developer Edition, DOC CPLEX Server and DOC Client
- B. DOC Developer Edition, DOC Data Server, DOC CPLEX Server and DOC Client
- C. DOC Developer Edition and DOC Planner
- D. DOC Developer Edition, DOC Data Server, DOC Client

ANSWER: B

QUESTION NO: 5

Which differentiates IBM Decision Optimization solutions against packaged solutions?

- A. The upfront cost is often significantly lower compared to packaged solutions.
- B. They are easier and faster to install and get up and running.
- C. They offer unique competitive advantage with no custom development required.
- D. They can evolve in the future to address changes in business requirements.

ANSWER: A

QUESTION NO: 6

A retail chain is considering a supply chain management system based on IBM Decision Optimization technology. A discovery workshop has been offered. It is critical that the customer attendees include:

- A. Supply chain planners, management and representatives from IT.
- B. Chief Technology Officer and Chief Operations Officer.
- C. Store managers and merchandisers.

D. Chief Financial Officer, Chief information Officer and marketing managers.

ANSWER: B

QUESTION NO: 7

A technical seller receives a phone call from a client who requests an evaluation license to run some performance benchmarks for a set of price optimization problems. The client says his company needs to find solutions of good quality in less than an hour and is comparing multiple engines. The technical seller only needs to understand:

- A. Whether he needs support during his evaluation period and the evaluation timeline
- B. When the evaluation period will need to start and the length of it.
- C. The other engines actual performance, and what a solution of good quality means exactly to their business.
- D. The number of users who will access it.

ANSWER: C

QUESTION NO: 8

A customer is interested in deploying an optimization solution that will need to run locally on mobile devices that end users in the field carry with them What is the most appropriate license and sizing metric that the IBM team would propose?

- A. IBM ILOG CPLEX Optimizer Deployment Edition and the number of mobile devices
- B. IBM ILOG CPLEX Optimization Studio Developer Edition Floating User Single Session and the number of concurrent users
- C. IBM CPLEX Optimizer Deployment Edition and the number of concurrent optimization requests
- D. IBM ILOG CPLEX Optimizer Single User Edition Client Device License and the number of mobile devices

ANSWER: B

QUESTION NO: 9

A technical seller has been invited to an initial meeting with a client In advance, the client has provided some details regarding their business problem and pain points, as well as some data showing the opportunity for optimization. The sales team is setting high expectations to make a strong initial impression on this client. Their goal for this meeting is to demonstrate the potential for a high level of return from a Decision Optimization solution. To achieve this goal the technical seller should deliver

- A. Proof of Concept because it uses client data.

- B.** Proof of Concept as this is the best way to focus on the clients requirements during the preparation effort.
- C.** demo, to provide an initial high-level view of the product, emphasizing key features and prompting useful feedback.
- D.** demo, as it requires a minimal investment of effort

ANSWER: B

QUESTION NO: 10

A customer wants to provide a web based user interface (UI) to its business users for reviewing the Key Performance Indicators of their production schedule. They maintain this as a master scenario in Decision Optimization Center (DOC) based solution. Which DOC feature can be leveraged for developing a reviewer web UI?

- A.** Decision Optimization Center CPLEX Server
- B.** Decision Optimization Center Data Server
- C.** Decision Optimization Center Client
- D.** Decision Optimization Center REST API

ANSWER: C