

## **IBM P2020-795 Exam**

**Volume: 44 Questions**

Question No : 1

A large international manufacturer is expanding rapidly and is looking to IBM for help in improving their supply chain network. Which metric does an IBM Decision Optimization solution help improve directly?

- A. customs compliance for global sourcing
- B. mean time to failure (MTTF) for equipment
- C. open distribution center costs
- D. global tax accounting

Answer: C

Question No : 2

A manufacturer wants to implement Sales and Operations Planning and is considering a packaged application from a major database vendor. Which is a sales point for a solution based on IBM Decision Optimization Center (DOC)?

- A. IBM DOC handles end to end transactions processes.
- B. IBM DOC has a packaged application for Sales and Operations Planning
- C. IBM DOC solutions are customized to the customer's unique business model.
- D. IBM DOC solves linear optimization problems.

Answer: B

Question No : 3

A customer is interested in deploying an optimization solution with IBM Decision Optimization CPLEX Deployment Edition. What should the technical seller inquire about that would allow the IBM team to come up with a sizing recommendation?

- A. The number of business users that will be using the optimization application.
- B. The number of concurrent optimization requests that are expected to reach CPLEX at any given time

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- C. The amount of time it takes for CPLEX to solve a single optimization request
- D. The number of variables and constraints in the optimization problem

Answer: D

Question No : 4

A technical seller conducts an IBM Decision Optimization Discovery Workshop with the client. What are desired outcomes of this session?

- A. Obtain financial information in order to estimate Time to Payback and understand the desired situation and the targeted revenue/cost/risk improvements.
- B. Obtain financial information in order to estimate Time to Payback and find out the available budget
- C. Understand compliance regulations of the client and find out the available budget.
- D. Understand compliance regulations of the client and understand the targeted revenue/cost/risk improvements.

Answer: D

Question No : 5

A customer wants to deploy an optimization based solution in a scalable and high availability (HA) deployment environment that provides failover and load balancing capabilities. Which application server can be used for deploying Decision Optimization Center server components to provide an HA environment?

- A. WebSphere Application Server Community Edition
- B. WebSphere Application Server Network Deployment
- C. Oracle WebLogic Server
- D. WebSphere Application Server

Answer: D

Question No : 6

A large paper manufacturer makes standard and specialty papers. The production process makes

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batches of long rolls of paper Individual customer orders can be accommodated by cutting the rolls into segments of varying widths. They have requested that IBM develop an optimization solution that improves their operational efficiency. Which is an appropriate goal to be optimized in this situation?

- A. Reduce scrap loss.
- B. Verify all customer orders.
- C. Estimate set-up times between orders.
- D. Design a color pattern for each roll processed.

Answer: A

Question No : 7

A key feature distinguishing IBM Decision Optimization from Predictive Analytics is:

- A. Decision Optimization results are more accurate.
- B. Decision Optimization results provide optimized actionable plans.
- C. Decision Optimization results are easier to implement.
- D. Decision Optimization results require less data.

Answer: C

Question No : 8

While the components of a product demonstration will vary depending upon the requirements of the prospective customer, a best practice for all successful product demonstrations is to:

- A. Cover as many features as possible in order to impress the prospect.
- B. Lead with a description of the product architecture.
- C. Start by describing all input data before showing the solution.
- D. Focus on 2-5 key features and summarize their benefits.

Answer: D

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Question No : 9

A customer is looking for a Sales and Operations Planning (S&OP) solution that allows their business users to make qualitative adjustments to demand plan, create optimized operations plan and perform financial analysis. Which of the following products are best suited for developing such a solution?

- A. Cognos TM1 with DOcloud
- B. Decision Optimization Center with DOcloud
- C. CPLEX Optimization Studio with DOcloud
- D. SPSS with DOcloud

Answer: A

Question No : 10

A client invites a technical seller to a meeting in order to discuss a new Sales & Operations Planning RFI they just issued. During the discussion they ask about what's unique about IBM Decision Optimization's value proposition. Knowing that they mentioned either using a packaged solution or a custom solution, the technical seller should answer that the offering is unique due to:

- A. No one else can develop custom solutions as timely as IBM
- B. Decision Optimization has a solution based upon an existing SAP connector only.
- C. IBM has a unique combination of skills, flexible platform and industry know how.
- D. IBM has multiple references to offer this prospect.

Answer: C

Question No : 11

A technical seller conducts the business section of an IBM Decision Optimization Discovery Workshop with the client. It is important that the technical seller:

- A. Understand the financial, managerial and time constraints that exists as well as give a solution overview.
- B. Illustrate IBM's capabilities with success stories as well as give a solution overview.
- C. Understand the financial, managerial and time constraints that exist as well as make sure that the

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business problem is clearly expressed

D. Discuss the IT architecture as well as make sure the business problem is clearly expressed.

Answer: C

Question No : 12

A technical seller is preparing a demonstration for a large airline currently using a homegrown tool to dynamically schedule gates. Their system is very old, requires many manual tasks, and there is no easy way to track which gate managers are currently making changes in the system. Which features could best help the technical seller demonstrate the value of an IBM Decision Optimization-based solution when addressing the airline's current challenges?

A. python API, DOCloud and collaborative development in CPLEX Optimization Studio

B. Batch script execution, REST API and role-based authorization

C. CP Optimizer, Interactive Gantt charts, and collaboration capabilities of DOC

D. CPLEX Concert APIs. Profiler in CPLEX Optimization Studio, and custom task development

Answer: D

Question No : 13

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 stock outs 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