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Exam : **P2020-795**

Title : IBM Decision Optimization
Technical Mastery Test v2

Vendor : HP

Version : DEMO

NO.1 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

NO.2 A technical seller can identify an IBM Decision Optimization Center (DOC) opportunity versus an IBM CPLEX opportunity when the customer's:

- A. IT team is interested in embedding the engine into a proprietary application.
- B. OR team wishes to link the engine to IBM SPSS Modeler.
- C. Business users want the ability to run what-if analysis and scenario comparisons.
- D. OR team has an existing OPL model and would like to solve it on a single desktop

Answer: C

NO.3 A manufacturing client has asked for a Proof of Concept on production scheduling. What is the first thing the technical seller will need to work on?

- A. Find out when all required data will be available.
- B. Determine the components that need to be licensed and their sizing.
- C. Start working on a first version of the mathematical model to better assess the complexity.
- D. Ensure that there is a clear agreement on objectives, expected outcomes and the responsibilities of each party.

Answer: D

NO.4 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

NO.5 A technical seller conducts a discovery workshop with a client. What is important to know when assessing the business use cases of the client?

- A. Compare the current to the desired situation and determine relevant key performance indicators.
- B. Get a deep understanding of the desired situation and the client's total revenue.
- C. Evaluate the complexity of the optimization model and estimate key performance indicators.

D. Evaluate the complexity of the optimization model and determine the client s total revenue

Answer: A