

## CertKiller.M2060-729\_45.questions

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**M2060-729**

***IBM Managed File Transfer Sales Mastery***

- ◆ 100% Valid with some different wording and the rest is word for word Sims are pretty easy .
- ◆ This VCE covers all syllabus. After preparing it anyone pass the exam in high grades.
- ◆ This is a new VCE file with new questions.All the questions are super valid.
- ◆ I took the exam today. All questions and Sims were different.
- ◆ Pretty much all the questions we study that may have multiple answers, no answer is in doubt, I got on the test.

## Exam A

### QUESTION 1

Which of the following products can help a company reduce file transfer failures and offers a success rate of 99.9997%?

- A. File Gateway (SFG)
- B. Connect:Direct
- C. File Transfer Service
- D. WebSphere MQ File Transfer

**Correct Answer:** B

**Section:** (none)

**Explanation**

**Explanation/Reference:**

### QUESTION 2

Which of the following are capabilities that IBM's MFT Solution offers?

- A. Actionable visibility over file transfer activities
- B. DMZ (Demilitarized Zone) based security
- C. Trading Partner on-boarding
- D. All of the above

**Correct Answer:** C

**Section:** (none)

**Explanation**

**Explanation/Reference:**

### QUESTION 3

Which of the following IBM initiatives can take advantage of Aspera technology?

- A. Smarter Commerce
- B. Big Data and Analytics
- C. Cloud Computing
- D. All of the above

**Correct Answer:** A

**Section:** (none)

**Explanation**

**Explanation/Reference:**

### QUESTION 4

Assuming 45 Mbps bandwidth available, it takes FASP 32 min to transfer 10GB from US to Europe. How long does it take FTP to transfer the equivalent information?

- A. 32-60 min
- B. 2-4 hours 6
- C. 5-10 hours
- D. 15-20 hours

**Correct Answer:** D

**Section:** (none)

## Explanation

### Explanation/Reference:

answer is corrected.

### QUESTION 5

When integrating with Cloud-based data stores, one of the key Aspera differentiators is:



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- A. Aspera operates on a large private data Cloud
- B. Data is transformed to Cloud format prior to transfer
- C. Direct-to-Cloud provider integration via APIs to major Cloud storage providers
- D. DR backup all happens on the Cloud, regardless of customer

**Correct Answer:** C

**Section:** (none)

**Explanation**

**Explanation/Reference:**

### QUESTION 6

Which of the following types of file transfer capabilities does extreme File Transfer (XFT) best support?

- A. Primarily System-centric
- B. Primarily Community-centric
- C. Applies across System, Community, Person -centric as well as Emerging use cases
- D. Focused on Security

**Correct Answer:** A

**Section:** (none)

**Explanation**

**Explanation/Reference:**

### QUESTION 7

Which of the following discovery questions is focused on identifying File Gateway (SFG) product opportunities?

- A. How does your organization manage the risks (lack of visibility, security, reliability) associated with the use of FTP?
- B. How do business users send files that are too large for email attachments?
- C. How many trading partners are in your B2B community and how do you exchange files with them?
- D. What type of visibility do you have over internal file transfer activity?

**Correct Answer:** D

**Section:** (none)

**Explanation**

**Explanation/Reference:**

**QUESTION 8**

Between 2010 and 2013, which of the following has had the biggest jump of customer concern with file transfer solutions?

- A. Security
- B. Speed
- C. Growth
- D. Complexity

**Correct Answer:** A

**Section:** (none)

**Explanation**

**Explanation/Reference:**

**QUESTION 9**

Which statement best describes the role IBM Sterling Secure Proxy has in IBM's MFT solution?

- A. Helps secure the data as it moves between internal systems
- B. Provides visibility over internet based file transfer activity
- C. Provides DMZ based security for internet based file transfers
- D. Provides virus scanning and data loss prevention

**Correct Answer:** A

**Section:** (none)

**Explanation**

**Explanation/Reference:**

answer is updated.

**QUESTION 10**

Which of the following statements does NOT apply to the use of file transfers in an organization?

- A. Security, reliability and visibility are key concerns regardless of industry
- B. On average 6.47% of all FTP based file transfers fail
- C. Since FTP is free it's a cost effective file transfer solution
- D. Add-on encryption using SSH only addresses specific issues with FTP

**Correct Answer:** D

**Section:** (none)

**Explanation**

**Explanation/Reference:**

**QUESTION 11**

Which of the following is NOT true regarding Aspera FASP protocol?

- A. Transfers are up to thousands of times faster than FTP
- B. Allows real-time monitoring of progress, performance, and bandwidth utilization
- C. Achieves transfer performance at the expense of security
- D. Provides on-the-fly prioritization and bandwidth allocation

**Correct Answer:** C

**Section:** (none)

**Explanation**

**Explanation/Reference:**

**QUESTION 12**

Which among the below is NOT a key differentiator for Aspera EFSS Security?

- A. Enterprise Security (LDAR SSO. AV/DLP)
- B. Hybrid Cloud - Local Storage Option
- C. Storage Infrastructure Integration
- D. Data Encryption Post Download

**Correct Answer:** A

**Section:** (none)

**Explanation**

**Explanation/Reference:**

**QUESTION 13**

What are the three primary keys to uncovering a crucial fit for Aspera at a customer?

- A. Large files, complex data, speed is critical to business process
- B. Many files, long distance, private network is part of business process
- C. Large files, long distance, speed is critical to business process
- D. Many files, complex data, private network is part of business process

**Correct Answer:** C

**Section:** (none)

**Explanation**

**Explanation/Reference:**

**QUESTION 14**

Which industries have the best examples of Content and Media movement supported by Aspera?

- A. Life Sciences, Oil/Gas & Next Gen Energy
- B. IT Application Development and Financial
- C. Telco/Media & Entertainment Government Surveillance
- D. Retail Consumer Products

**Correct Answer:** B

**Section:** (none)

**Explanation**

**Explanation/Reference:**

**QUESTION 15**

Which product is used to transfer files with trading partners over the Internet?

- A. IBM Sterling Control Center
- B. IBM Sterling File Gateway
- C. IBM Sterling Connect:Direct Advanced
- D. MQ Managed File Transfer

**Correct Answer:** B

**Section:** (none)

**Explanation**

**Explanation/Reference:**

**QUESTION 16**

Which part of an organization would not be a target for role-based discovery on MFT?

- A. C-Suite / Line of Business
- B. IT Governance, risk and compliance
- C. IT Call center
- D. IT Operations

**Correct Answer: B**

**Section: (none)**

**Explanation**

**Explanation/Reference:**

**QUESTION 17**

Industry Analysts classify Aspera into the following solution domain(s) or capabilities:

- A. Extreme File Transfer
- B. Process Choreography
- C. Enterprise File Sync and Share
- D. A and C

**Correct Answer: D**

**Section: (none)**

**Explanation**

**Explanation/Reference:**

**QUESTION 18**

Which of the following products can help a company remediate the use of FTP without having to replace the FTP scripts that companies have invested in?



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- A. File Gateway (SFG)
- B. Connect:Direct
- C. File Transfer Service
- D. WebSphere MQ File Transfer

**Correct Answer: A**

**Section: (none)**

**Explanation**

**Explanation/Reference:**

valid and up-to-date.

**QUESTION 19**

According to a Vanson Bourne research study what percentage of system integrations (both internal & external) is via movement of files?

- A. 10
- B. 36
- C. 55
- D. 62

**Correct Answer:** C

**Section:** (none)

**Explanation**

**Explanation/Reference:**

#### **QUESTION 20**

Which of the following is NOT an example of cross-industry departmental uses for Aspera?

- A. Agency collaboration (Marketing)
- B. Testing results (Engineering)
- C. EDI document transport and transformation (Supply Chain Mgmt)
- D. Disaster Recovery site sync (IT)

**Correct Answer:** B

**Section:** (none)

**Explanation**

**Explanation/Reference:**

#### **QUESTION 21**

What industries are a good fit for managed file transfer?

- A. Financial Services
- B. Manufacturing
- C. Healthcare
- D. All vertical industries

**Correct Answer:** D

**Section:** (none)

**Explanation**

**Explanation/Reference:**

#### **QUESTION 22**

Which of the following discovery areas would focus on the IT organization's governance, risk and compliance team?

- A. Consolidate infrastructure and increase SLAs
- B. Enable new initiatives
- C. Reduce risk and increase data security
- D. Customer Centricity

**Correct Answer:** C

**Section:** (none)

**Explanation**

**Explanation/Reference:**

**QUESTION 23**

One of the biggest challenges with existing TCP-based file transfer technologies is:

- A. Additional bandwidth does not typically improve throughput
- B. Packet loss makes it impossible to stream video
- C. The number of data hops is inversely proportional to speed
- D. Management of the network in a global environment is impossible

**Correct Answer:** A

**Section:** (none)

**Explanation**

**Explanation/Reference:**

**QUESTION 24**

From a Security standpoint, one of the key Aspera differentiators is:

- A. Redundant shadow data copies
- B. AES-128 bit data encryption, both over-the-wire and at rest
- C. No need for data encryption, due to transfer speed
- D. Private network for all data transfers

**Correct Answer:** B

**Section:** (none)

**Explanation**

**Explanation/Reference:**

**QUESTION 25**

Assuming the available bandwidth is increased to 1 Gbps, it now takes FASP 1.4 min to transfer 10GB from US to Europe. How long does it take FTP to transfer the equivalent information?

- A. 1.4 min
- B. 14 min
- C. 140 min
- D. 15-20 hours

**Correct Answer:** D

**Section:** (none)

**Explanation**

**Explanation/Reference:**

Explanation:

**QUESTION 26**

IBM Sterling File Gateway is used for which MFT use case?

- A. System-centric
- B. Community-centric
- C. Person-centric use
- D. Extreme

**Correct Answer:** B

**Section:** (none)

**Explanation**

**Explanation/Reference:**



modified.

**QUESTION 27**

Which industries have the best examples of Big Data movement supported by Aspera?

- A. Life Sciences, Oil/Gas & Next Gen Energy
- B. IT Application Development and Financial
- C. Telco/Media & Entertainment. Government Surveillance
- D. Retail Consumer Products

**Correct Answer: C**

**Section: (none)**

**Explanation**

**Explanation/Reference:**

Explanation:

**QUESTION 28**

Which of the following is NOT an EFSS business benefit to discuss with customer titles like "IT Director, IT Architect, Director of Collaboration Services, Department heads for Marketing, Design, Video production"?

- A. Speed the synchronization of information between multiple locations, devices, systems and individuals
- B. Provide high performance distribution and synchronization of Big Data sets
- C. Lessen the security risk from sharing file based information
- D. Quickly integrate new partners into the EDI network

**Correct Answer: D**

**Section: (none)**

**Explanation**

**Explanation/Reference:**

Explanation:

**QUESTION 29**

At 1 Gbps bandwidth available, it still takes FASP 1.4 min to transfer 10GB from US to Asia. How long does it take FTP to transfer the equivalent information?

- A. 14 min
- B. 140 min
- C. 15-20 hours
- D. Impractical

**Correct Answer: B**

**Section: (none)**

**Explanation**

**Explanation/Reference:**

Explanation:

**QUESTION 30**

Aspera extreme File Transfer is part of the \_\_\_\_\_ IBM Solutions Portfolio.

- A. Managed File Transfer
- B. Consumer Commerce
- C. Information Governance
- D. Big Data

**Correct Answer: A**

**Section: (none)**

## **Explanation**

**Explanation/Reference:**  
modified.

### **QUESTION 31**

IBM Sterling ConnectDirect Advanced is used for which MFT use case?

- A. System-centric
- B. Community-centric
- C. Person-centric use
- D. Extreme

**Correct Answer:** A

**Section:** (none)

## **Explanation**

**Explanation/Reference:**

### **QUESTION 32**

Which of the following is NOT a business benefit that has been achieved by Aspera customers?

- A. Speed the process synchronization for digital supply chains
- B. Transform data to provide a unified interchange standard for business partners
- C. Provide high performance distribution and synchronization of Big Data sets
- D. Enable organizations to reliably, quickly and securely move new workloads to/from the cloud

**Correct Answer:** B

**Section:** (none)

## **Explanation**

**Explanation/Reference:**

References:

### **QUESTION 33**

Key competitors to Aspera XFT include:

- A. Signiant
- B. Axway
- C. Filecatalyst
- D. A and C

**Correct Answer:** A

**Section:** (none)

## **Explanation**

**Explanation/Reference:**

References:

### **QUESTION 34**

Which of the following is NOT a potential discovery opportunity for MFT in general?

- A. How does the company monitor whether the business application has successfully processed the files that were sent to it?
- B. Does the company have failed security audits and struggle to comply with company, industry or government mandates?
- C. Do they still have a "siloeed" approach to exchanging files internally and externally using multiple servers and platforms?

D. Where in the organization do they still use FTP to move files either internally or externally?

**Correct Answer: C**

**Section: (none)**

**Explanation**

**Explanation/Reference:**

Explanation:

**QUESTION 35**

Which of the following is NOT a "Key" area that MFT supports?



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- A. Processes
- B. Projects
- C. Personal Privacy
- D. Policies

**Correct Answer: C**

**Section: (none)**

**Explanation**

**Explanation/Reference:**

Explanation:

**QUESTION 36**

Which of the following is NOT an IT challenge related to data movement?

- A. Adoption and integration with Cloud based platforms
- B. Cloud capacity requires significant capital investment
- C. Big data and advanced analytics require movement between platforms
- D. Enterprise level security and synchronization of mobile device data

**Correct Answer: B**

**Section: (none)**

**Explanation**

**Explanation/Reference:**

Explanation:

**QUESTION 37**

Which of the following products would you position when the customer wants to exchange files internally between applications (a system-centric use case)?

- A. File Gateway or File Transfer Service
- B. IBM Connect:Direct Advanced
- C. IBM Sterling Control Center
- D. None of the above

**Correct Answer: A**

**Section: (none)**

**Explanation**

**Explanation/Reference:**

Explanation:

**QUESTION 38**

Which of the following is NOT a value proposition associated with the IBM Sterling File Transfer Service?

- A. Reduce IT operational and infrastructure costs
- B. Simplify B2B file transfer processes
- C. Eliminates the need to transfer files from internal systems to the cloud
- D. Grow your business

**Correct Answer: D**

**Section: (none)**

**Explanation**

**Explanation/Reference:**

Explanation:

**QUESTION 39**

Which of the following is NOT a capability of Control Center?

- A. Have visibility into all file transfer activity from a central console
- B. React to transfer events before they impact SLAs
- C. Easily provide compliance reporting and mobile monitoring
- D. Monitor security breaches

**Correct Answer: D**

**Section: (none)**

**Explanation**

**Explanation/Reference:**

Explanation:

**QUESTION 40**

Which of the following products supports the "Person-centric" MFT use case also known as person-to-person file transfers?

- A. File Gateway (SFG)
- B. Connect:Direct
- C. MG Managed File Transfer
- D. Aspera Faspex

**Correct Answer: D**

**Section: (none)**

**Explanation**

**Explanation/Reference:**

References:

**QUESTION 41**

Which of the following set of use cases involves transfer of files between applications that are automated, reliable, and secure, and are typically "point to point"?

- A. System-centric
- B. Community-centric
- C. File sharing and collaboration
- D. Person-centric

**Correct Answer: A**

**Section: (none)**

**Explanation**

**Explanation/Reference:**

References:

**QUESTION 42**

Which of the following is NOT an XFT business benefit to discuss with customer titles like "IT Director, Digital Media Manager, Director of Operations"?

- A. Lessen the security risk from sharing file based information
- B. Speed the process synchronization for digital supply chains
- C. Accelerate the reliable flow of large data/data sets and the processes that depend upon it
- D. Enable organizations to reliably, quickly and securely move new workloads to/from the cloud

**Correct Answer: A**

**Section: (none)**

**Explanation**

**Explanation/Reference:**

Explanation:

**QUESTION 43**

Which of the following are critical issues associated with the use of FTP to transfer files?

- A. Security & Reliability
- B. Security, Reliability, Visibility and Automation
- C. Visibility & Automation
- D. Automation & Security

**Correct Answer: C**

**Section: (none)**

**Explanation**

**Explanation/Reference:**

Explanation:

**QUESTION 44**

Which of the following types of file transfer capabilities does Enterprise File Sync & Share (EFSS) best support?

- A. System-centric
- B. Community-centric
- C. Person-centric
- D. Emerging e.g. Direct-to-Cloud

**Correct Answer: C**

**Section: (none)**

**Explanation**

**Explanation/Reference:**

References:

**QUESTION 45**

"How are you dealing with the security risk of using FTP to transfer sensitive data internally and externally?" is a discovery question to ask for which area of the business?

- A. C-Suite / Line of Business
- B. IT Governance, risk and compliance
- C. IT Call center

D. IT Operations

**Correct Answer:** D

**Section:** (none)

**Explanation**

**Explanation/Reference:**

verified.



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