



IBM

M2090-744

IBM DB2 BLU/Cloud Sales Mastery v1

Answer: B

Reference:

<http://www-01.ibm.com/software/data/db2/linux-unix-windows/db2-blu-acceleration/>

QUESTION: 11

Which of the underlying technologies give BLU Acceleration its greatest competitive advantage over alternative solutions?

- A. In-memory, columnar technology
- B. Actionable compression
- C. CPU acceleration
- D. Data Skipping

Answer: D

QUESTION: 12

Which are the two key differences between the SoftLayer and Amazon public clouds?

- A. SoftLayer provides only bare metal servers, while Amazon provides both virtual and bare metal
- B. SoftLayer provides bare metal and virtual servers, while Amazon provides only virtual
- C. SoftLayer does not charge for network transfer between SoftLayer datacenters, while Amazon charges for bandwidth between AWS datacenters
- D. SoftLayer charges for network transfer between SoftLayer datacenters, while Amazon does not charge for bandwidth between AWS datacenters

Answer: B

QUESTION: 13

DB2 BLU powers two different cloud offerings. These are:

- A. 1) BLU Acceleration for Cloud 2) An Image offering including Cognos
- B. 1) BLU Insight
2) A Managed Service offering including Cognos
- C. 1) BLU Analytics Acceleration
2) A Managed Service offering that does not include Cognos
- D. 1) DB2 BLU Cloud Edition
2) An Image offering that does not include Cognos

Answer: D

QUESTION: 14

Which best describes the Oracle environments that we should prioritize for Oracle takeout opportunities?

- A. All Oracle environments are equally simple to go after with our Oracle application compatibility layer
- B. The ideal environments are those where the Oracle Application Suite is being used by the client
- C. SAP, Cognos and environments with home grown applications will generally be the easiest to go after
- D. We only target take-out with SAP environments

Answer: C

QUESTION: 15

Which best describes the approach that should be used when working on a Cognos and BLU opportunity where Oracle or SQL Server exists today?

- A. Try and introduce BLU into the environment as a Cognos Workload Accelerator, leveraging BLU for Cloud or the 90-day free trial
- B. Use the Oracle application compatibility layer for Oracle and do not focus on SQLServer since we don't have the equivalent
- C. Work to displace the Oracle or SQLServer environment as this has the largest revenue opportunity
- D. We are not targeting these environments. We are only targeting existing Cognos and DB2 environments

Answer: A

Reference:

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