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)AnImage offering including Cognos
B. 1)BLU Insight
2)AManaged Service offering including Cognos
C. 1) BLU Analytics Acceleration
2)AManaged Service offering that does not include Cognos
D. 1)DB2 BLU Cloud Edition
2)AnImage 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:
http://www-01.ibm.com/software/data/db2/linux-unix-windows/db2-blu-acceleration/

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