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Vendor:IBM

Exam Code:M2090-744

Exam Name:IBM DB2 BLU/Cloud Sales Mastery v1

Version:Demo

QUESTION 1

Which aspect of BLU Acceleration best differentiates it from other competitors with some form columnar database support?

- A. Extreme performance
- B. Available as a cloud offering
- C. Load and go simplicity
- D. Parallel Vector Processing

Correct Answer: D

http://en.wikipedia.org/wiki/IBM_DB2

QUESTION 2

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

Correct Answer: C

QUESTION 3

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

Correct Answer: A

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

QUESTION 4

There is a customer currently running Cognos on top of SQL Server. Despite going to Cognos 10.2, the customer continues to experience performance challenges. Which is the best initial course of action?

- A. Look for another entry point. DB2 does not have SQL Server compatibility
- B. Propose BLU Acceleration as a Cognos accelerator to speed up existing reports using a BLU for Cloud
- C. Propose an enterprise wide SQL Server takeout with an aggressive IULA
- D. Propose PDOA since SQL Server can't run on Power

Correct Answer: B

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

QUESTION 5

Which is the most accurate statement about why BLU is a better alternative solution to HANA?

- A. BLU is less expensive than HANA. but is the same technology
- B. BLU is the only solution in the industry which leverages both in-memory technology as well as deep hardware exploitation such as SIMD
- C. BLU provides a less expensive solution which works with all SAP applications regardless of whether there are analytics or reporting running in the system
- D. BLU provides a less expensive, mature and more flexible columnar implementation than HANA so that the client will not need to change their skills or hardware infrastructure

Correct Answer: B

QUESTION 6

Which two examples show that Amazon RedShift lacks DB2 BLU's usability features?

- A. Compression algorithms must be picked manually
- B. Workload management divides resources manually and does not dynamically adjust memory allocation to meet workload requirements
- C. Query execution plans must be specified manually
- D. Data skipping must be specified manually

Correct Answer: BD

QUESTION 7

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

Correct Answer: D

QUESTION 8

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) 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) AnImage offering that does not include Cognos

Correct Answer: D

QUESTION 9

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

Correct Answer: B

QUESTION 10

Managed Service offerings provide:

- A. IBM management of comprehensive performance SLAs
- B. User customization of the server and software stack

- C. IBM management of provisioning, upgrades, backups, and availability
- D. Free access to dedicated servers or clusters

Correct Answer: A

<https://www-935.ibm.com/services/us/iss/pdf/gtd00763-usen-01.pdf>

QUESTION 11

Which are the best two entry points for BLU Acceleration?

- A. Cognos BI customers
- B. SAP BW customers
- C. DB2 for z/OS customers
- D. Oracle ERP customers

Correct Answer: BC

QUESTION 12

What type of "as-a-Service" delivery is BlueMix?

- A. Infrastructure-as-a-Service
- B. Platform-as-a-Service
- C. Software-as-a-Service

Correct Answer: B

<http://en.wikipedia.org/wiki/Bluemix>