M2090-744 Q&As

IBM DB2 BLU/Cloud Sales Mastery v1

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QUESTION 1

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 2

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 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

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 5

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

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