



# M2090-744<sup>Q&As</sup>

IBM DB2 BLU/Cloud Sales Mastery v1

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### QUESTION 1

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/>

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### QUESTION 2

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

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### QUESTION 3

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

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**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/>

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**QUESTION 5**

When talking to a client, what is the Leading benefit of Hadoop/Big Insights?

- A. To analyze unstructured and structured data
- B. To store only structured data
- C. Use it as landing zone for structured, unstructured, and semi structured data
- D. To analyze external data

Correct Answer: C

<http://www.ibm.com/developerworks/library/ba-augment-data-warehouse2/index.html>

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