M2090-744^{Q&As}

IBM DB2 BLU/Cloud Sales Mastery v1

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QUESTION 1

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

Correct Answer: D

QUESTION 2

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 3

Which are the best two entry points for BLU Acceleration?

A. Cognos BIcustomers

B. SAP BW customers

C. DB2 for z/OS customers

D. Oracle ERP customers

Correct Answer: BC

QUESTION 4

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 5

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