



**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) An Image 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) An Image 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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