



**Vendor:** IBM

**Exam Code:** M2090-226

**Exam Name:** IBM Smart Analytics Sales Mastery Test v1

**Version:** DEMO

**QUESTION 1**

What is NOT one of the main ingredients of IBM Smart Analytics System?

- A. Master data management software
- B. Analytics software
- C. RDBMS or database software
- D. Hardware

**Answer: A**

**QUESTION 2**

Which capability of IBM Smart Analytics System will be of the most interest to an IT customer in financial services?

- A. Increased performance on analytics software
- B. improved customer service and retention
- C. increased share of wallet
- D. increased campaign effectiveness

**Answer: C**

**QUESTION 3**

Which offering from Oracle competes most directly with IBM Smart Analytics System?

- A. 11g Enterprise Edition
- B. Optimized Warehouses
- C. Exadata
- D. Real Application Clusters

**Answer: C**

**QUESTION 4**

An IT manager is interested in IBM Smart Analytics System, but they are also looking at similar solutions from Teradata. What is the best way for the sales representative to respond?

- A. "We have a similar proven architecture; however, we can often execute and implement a solution at a more competitive cost."
- B. "We have architectural differences that allow us to scale and perform better. We are more focused on BI versus on applications."
- C. "An appliance is an interesting approach. We can provide the same benefits and we execute better, stand behind it, and provide a clear upgrade path."
- D. "They are just an RDBMS. There is more to analytics than accelerating one or two queries."

**Answer: B**

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