

100% Money Back
Guarantee

Vendor:HP

Exam Code:HP2-N46

Exam Name:Selling HP Automation and Cloud
Management Software Solutions

Version:Demo

QUESTION 1

Which discovery question allows you to identify a customer's critical business issue in terms of inefficiencies associated with Process Orchestration?

- A. Do you have poor visibility into network device inventory and configuration changes?
- B. Are you experiencing high resource costs due to high database-to-administrator ratios?
- C. How many alerts do you have in a day and how many are unnecessarily escalated?
- D. Are you able to prioritize infrastructure investments based on key performance indicators?

Correct Answer: B

QUESTION 2

Which Task Automation discovery questions should you ask an IT executive in order to uncover a Database and Middleware Management pain point? (Select two.)

- A. What challenges do you have in maintaining the patching and upgrading of your database and middleware estate?
- B. Do you have the ability to integrate database fault, availability, performance, and configuration management?
- C. Do you have challenges securing the environments that host your database systems?
- D. How do you guarantee that your database-related service desk tickets are prioritized?
- E. Are you heavily reliant on senior Database administrators and proprietary scripting mechanisms?

Correct Answer: AE

QUESTION 3

What is an accurate description of the HP Software Automation and Cloud Management solution?

- A. drives cloud application performance testing, allowing testing and operations teams to continuously share real-user production data
- B. allows Enterprise IT to manage the lifecycle of services across private and hybrid clouds
- C. offers a unique software-hardware solution primarily focused on the accelerated provisioning of physical server environments
- D. offers a unique software-hardware solution primarily focused on the accelerated provisioning of virtual server environments

Correct Answer: B

QUESTION 4

You are in a discussion with your customer, and in order to make the case for Task Automation solutions, you emphasize the scalability of HP Server Automation Ultimate Edition and HP Database and Middleware Automation solutions. What is the scalability capability of these solutions?

- A. scale to 1.000+ DB and 10.000+ servers
- B. scale to 5.000+ DB and 50.000+ servers
- C. scale to 10.000+ DB and 100.000+ servers
- D. scale to 30.000+ DB and 200.000+ servers

Correct Answer: A

QUESTION 5

Who is a major competitor to HP Operations Orchestration, and what differentiates its capabilities for Process Orchestration from those of the competitor?

- A. Microsoft: HP Operations Orchestration facilitates the hand-off between IT domains.
- B. VMware: HP Operations Orchestration provides run book workflow automation.
- C. Service Now: HP Operations Orchestration is optimized to manage all solutions in the HP stack,
- D. BMC: HP Operations Orchestration ships with more out-of-the-box operations and third-party integrations.

Correct Answer: D

QUESTION 6

Which HP Server Automation Premium value best resonates with the persona involved in Task Automation?

- A. comprehensive and continuous compliance auditing and remediation
- B. integration of server monitoring and universal log management, further reducing the time to troubleshoot tough-to-diagnose problems
- C. prevention of issues by detecting bottlenecks and obtaining an accurate picture of end-to-end system performance
- D. virtualization of production network conditions to accurately emulate and test application performance

Correct Answer: A

QUESTION 7

Which specific challenges are faced by operations personnel and solved by the HP Software Server Automation Ultimate Edition solution? (Select two.)

- A. need to significantly increase server-to-administrator ratios due to a large increase in virtual server estate
- B. lacking a pro-active performance monitoring solution for public cloud environments
- C. no single-view into the customer's hybrid, heterogeneous, distributed data centers
- D. no automatic tracking of storage utilization at array, switch, volume, and application level
- E. inability to audit Cisco routers down to the keystroke change level

Correct Answer: AC

QUESTION 8

Which discovery question allows you to identify a customer's critical business issue in terms of risks associated with Task Automation?

- A. Are you experiencing high resource costs due to high database-to-administrator ratios?
- B. How often do customers complain about an application response time?
- C. How quickly and easily can you deploy security patches?
- D. How quickly can you deploy application updates?

Correct Answer: C

QUESTION 9

Which discovery questions should you ask an IT executive to uncover Task Automation opportunities? (Select two.)

- A. Are you able to trace real user transactions across application tiers to speed resolution times?
- B. Do you have the ability to integrate server fault, availability, performance, and configuration management?
- C. Are you looking to accelerate query performance with a column-oriented, pattern-matching technology?
- D. What are your challenges regarding regulatory and enterprise standard compliance fulfilment?
- E. How quickly and easily can you deploy security patches?

Correct Answer: DE

QUESTION 10

Which HP CloudSystem Enterprise Starter Suite value best resonates with the persona involved in Transforming Service Delivery?

- A. upgrades a CloudSystem Enterprise system to a CloudSystem Matrix environment
- B. helps you visualize, optimize, and plan performance in virtualized and cloud environments

- C. provides a self-service portal in order to deliver services from multiple providers
- D. enables comprehensive patching of physical and virtual farms

Correct Answer: B

QUESTION 11

What is the primary capability of HP Operations Orchestration that differentiates HP from its competitors?

- A. facilitates hand-off between IT silos
- B. provides a designer interface to construct workflows
- C. provides a system of automating run book routines
- D. provides superior out-of-the-box content and multi-vendor integrations

Correct Answer: C

QUESTION 12

Which HP Operations Orchestration value best resonates with the persona involved in Process Orchestration?

- A. consolidates and correlates fault and performance events across the entire physical and virtual IT infrastructure
- B. monitors tasks and processes in the data center using workflows that help IT teams observe change with greater speed, quality, reliability, and consistency
- C. a repeatable, scalable, automatable way to manage technical policy and reusable services
- D. automates tasks and processes in the data center using workflows that help IT teams execute change with greater speed, quality, reliability, and consistency

Correct Answer: A