Vendor: HP

Exam Code: HP2-N48

Exam Name: Selling HP SaaS Solutions

Version: Demo

QUESTION 1
With which security criteria do the HP SaaS services comply?

A. with all local security criteria
B. with ISO 27001 only
C. with many security standards, including ISO27001 and US Safe Harbor
D. with all common security measures for cloud-based and SaaS services

Correct Answer: B

QUESTION 2
Who should the partner connect with in the HP organization to initiate the provisioning of the customer's environment once a SaaS sale is completed?

A. Partner Business Manager
B. HP Customer Support (GSD)
C. SaaS Solution Manager
D. SaaS Service Operation Center (SOC)

Correct Answer: A

QUESTION 3
Which HP offering is only available with HP SaaS?

A. HP Quality Center
B. HP Project and Portfolio Management Center
C. HP App Pulse
D. HP Performance Center

Correct Answer: D

QUESTION 4
What are the differences between an HP SaaS Service and perpetual licenses?

A. Both are assets owned by the client, but HP SaaS service is owned for a limited time period only.
B. Perpetual licenses are an asset that is owned by the client; SaaS service cannot be considered a client asset.
C. HP SaaS Service can be deployed on premise or on HP infrastructure, perpetual licenses must be installed on premise only.
D. The HP Software perpetual licenses include support and a Customer Success Manager to ensure deployment success; HP SaaS Service do not.

Correct Answer: D

QUESTION 5
When proposing an HP SaaS solution, what should be emphasized to ensure that the client receives a successful outcome? (Select two.)

A. the discount levels of the HP SaaS subscription and the partner Client Success Manager costs
B. that subscription periods are completely flexible
C. that the solution datasheet is inspected so that a clear understanding of the service is obtained
D. that the delivery timescales are expressed as "working days"
E. how the client should report pay-per-use metrics

Correct Answer: CD

QUESTION 6
Which statements are accurate examples of drivers for HP SaaS? (Select three.)

A. A client wants to consolidate their licenses across multiple sites into a single maintenence renewal.
B. A client undertakes an acquisition and wants to quickly consolidate applications.
C. A client's CIO intends to implement a cloud-based strategy.
D. A client faces upgrades challenges and is suffering from capital expenditure cuts.
E. A client refreshes their datacenter and wants to host an HP SaaS solution.
F. A client wants a lower cost on-premise solution.

Correct Answer: BCD

QUESTION 7
What is a natural up sell opportunity when a client is purchasing APM on SaaS?

A. Real User Monitoring Probes
B. HP PPM on SaaS
C. Service Any where
D. Site Seer

Correct Answer: A

QUESTION 8
Which resource should partners' organizations use to administer user accounts?

A. HP Website
B. HP Support Portal
C. HP Enterprise Services Portal
D. Partner Portal

Correct Answer: D

QUESTION 9
Which activities are the responsibility of the partner organization during on boarding? (Select three.)

A. negotiating ad-hoc service levels
B. managing the on boarding project
C. coordinating with the PSM to ensure everything is delivered as contracted
D. involving HP Professional Services
E. procuring SaaS hardware
F. setting customer expectations
G. deploying SaaS databases

Correct Answer: ACD

QUESTION 10
Which document or material may be used to supplement the HP SaaS contracts?

A. a hosting agreement with Amazon cloud services
B. a letter from the partner organization that modifies the standard HP SaaS terms
C. an HP SaaS Integration matrix
D. an HP Financial Services lease agreement

Correct Answer: D

QUESTION 11
What is the purpose of an HP SaaS Datasheet?

To Read the **Whole Q&As**, please purchase the **Complete Version** from **Our website**.

Trying our product !

★ **100%** Guaranteed Success

★ **100%** Money Back Guarantee

★ **365 Days** Free Update

★ **Instant Download** After Purchase

★ **24x7** Customer Support

★ Average **99.9%** Success Rate

★ More than **69,000** Satisfied Customers Worldwide

★ Multi-Platform capabilities - **Windows, Mac, Android, iPhone, iPod, iPad, Kindle**

Need Help

Please provide as much detail as possible so we can best assist you.
To update a previously submitted ticket:

One Year Free Update	Money Back Guarantee	Security & Privacy
Free update is available within One Year after your purchase. After One Year, you will get 50% discounts for updating. And we are proud to boast a 24/7 efficient Customer Support system via Email.	To ensure that you are spending on quality products, we provide 100% money back guarantee for 30 days from the date of purchase.	We respect customer privacy. We use McAfee's security service to provide you with utmost security for your personal information & peace of mind.

Guarantee & Policy | Privacy & Policy | Terms & Conditions

Any charges made through this site will appear as Global Simulators Limited.
All trademarks are the property of their respective owners.