

# HP2-N46<sup>Q&As</sup>

Selling HP Automation and Cloud Management Software Solutions

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### **QUESTION 1**

Which key use cases are best addressed by HP Software solutions for Task Automation? (Select two.)

- A. enabling IT as a service provider
- B. audit IT compliance and remediation
- C. provision and patching
- D. self-healing remediation
- E. building and operating private cloud

Correct Answer: BC

#### **QUESTION 2**

Which Task Automation, database, and middleware management challenge is faced by the VP of Ops and solved by the HP Database and Middleware Automation solution?

- A. high database-to-administrator ratio
- B. low database-to-administrator ratio
- C. database and middleware-related-incident ticket management
- D. unauthorized security breaches of environments hosting back-end databases

Correct Answer: A

#### **QUESTION 3**

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

- A. error-prone and resource-intensive patching of the Oracle database estate
- B. no visibility from the database layer down to the spindle layer
- C. no system in place to capture time value of data, coupled with immediate rich analytics insight
- D. unauthorized security breaches of environments hosting back-end databases
- E. senior database administrators who are highly reliant on scripting mechanisms

Correct Answer: AC

#### **QUESTION 4**



Which discovery question allows you to identify a customers critical business issue in terms of costs associated with Task Automation?

- A. Are you spending more time gathering and formatting data and less time on results analysis?
- B. What challenges are you facing in terms of staying ahead of the competition by delivering more innovative services?
- C. Are you looking to adapt to new initiatives, such as cloud computing?
- D. Are you aware of your server-to-administrator and/or database-to-administrator ratios?

#### Correct Answer: A

#### **QUESTION 5**

Which customer profile is the best target for HP Software Process Orchestration solutions? (Select three.)

- A. customers with poor communication and hand-off between IT domains
- B. customers with a heavy reliance on proprietary scripting methods
- C. customers failing SLAs due to high mean time to repair (MTTR)
- D. customers who want a modern and powerful virtual user generator

E. customers who want to cut costs by reducing application performance issues in production customers with high server-to-administrator ratios

Correct Answer: ABE

#### **QUESTION 6**

Which key customer persona is most likely involved in Automation and Cloud Management buying decisions?

A. CIO

- B. system administrator
- C. CTO
- D. CSO

Correct Answer: C

#### **QUESTION 7**

Which statement is true about the continuous compliance service that HP Server Automation Ultimate Edition and HP Server Automation Premium Edition provide for Task Automation?

A. HP Server Automation Premium Edition and Server Automation Ultimate Edition are shipped with an embedded and active HP Live Network subscription service.



B. Only Server Automation Ultimate Edition is shipped with an embedded and active HP Live Network subscription service.

C. HP Server Automation Premium Edition is delivered with a free and active 6 month HP Live Network subscription service.

D. A separate subscription service is required for HP Server Automation Premium Edition and Server Automation Ultimate Edition.

Correct Answer: D

#### **QUESTION 8**

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-todiagnose 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 9**

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 10**

Which HP Server Automation Ultimate values best resonate with the persona involved in Task Automation? (Select two.)

A. baselines knowledge of all physical and virtual servers across geographies

B. gathers and analyzes information from a dynamic, real-time service model to give visibility and insight into the



performance of applications and infrastructure

- C. uses IT topology to automatically correlate related events for faster root-cause identification
- D. saves time and minimizes risk with automated provisioning and patching
- E. aligns IT to the business by tracking SLAs, KPIs. and business health

Correct Answer: AD

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