

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

Selling HP Automation and Cloud Management Software Solutions

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**QUESTION 1**

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

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**QUESTION 2**

What are the primary competitive differentiators for HP Database and Middleware Automation that differentiates HP from its competitors? (Select two.)

- A. superior security of physical and virtual environments that host database estates
- B. superior root-cause analysis that maintains accuracy for databases and application servers
- C. provides database and middleware lifecycle management
- D. out-of-the-box content based on industry best practices
- E. broader database and middleware vendor support

Correct Answer: BD

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**QUESTION 3**

A customer has purchased Server Automation Ultimate Edition and also uses HP Operations Manager.

What is a natural up-sell for this customer?

- A. HP Operations Orchestration
- B. HP Quality Center
- C. HP Performance Center
- D. HP Vertica

Correct Answer: D

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**QUESTION 4**

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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#### QUESTION 5

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

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