

# 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 IT process is supported by the HP Server Automation Premium Edition solution?

- A. self-service delivery of public cloud services
- B. exploration simplification of semi-structured and "dark data"
- C. fast and reliable provisioning of UNIX-based operating systems
- D. fast and reliable distribution of Linux OS patches

Correct Answer: D

# **QUESTION 3**

A customer says that they do not need Task Automation solutions because they have "scripts for automation" What is the best way to respond to this objection?

- A. We have solutions in place to analyze those scripts and optimize them.
- B. Scripts are legacy technology. Automation is the future
- C. What if your developer leaves? How do you control who does what and tracks the change management?
- D. Scripting involves head-count. I\\'m here to help you reduce head-count

Correct Answer: A

# **QUESTION 4**

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

# **QUESTION 5**

Which Transforming Service Delivery discovery question should you ask an IT executive in order to uncover a Cloud Service Automation pain point?

A. Are you concerned about compliance, security, or governance with regards to your public cloud services?

B. Do you have the ability to integrate database fault, availability, performance, and configuration management?

C. Are you able to audit network device changes down to the keystroke change level?

D. Are you spending more time gathering and formatting data and less time on results analysis?

Correct Answer: B

## **QUESTION 6**

What is true about the HP Server Automation Premium Edition solution?

A. provides automatic tracking of storage utilization at array, switch, volume, and application level

B. consolidates and correlates server fault and performance events across the entire physical and virtual IT infrastructure

C. integrates server monitoring and universal log management, further reducing the time to troubleshoot tough-todiagnose problems

D. offers a lower-cost solution that simplifies the setup and reduces the time needed to manage the physical and virtual servers in a data center

Correct Answer: D

## **QUESTION 7**

Which HP Database and Middleware Automation value best resonates with the persona involved in Task Automation?

A. security of virtual farms hosting clustered database systems

B. end-to-end transaction and service level management through proactive end-user monitoring



- C. delivery of industry-standard best practices and subject matter expertise
- D. time value of data capture, coupled with immediate rich analytics insight

Correct Answer: A

## **QUESTION 8**

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 9**

Which statement is true about the HP Server Automation Premium Edition licensing model and feature set?

A. HP Server Automation Premium Edition is licensed per OS and contains an embedded PostgreSQL database.

B. HP Server Automation Premium Edition is licensed per OS and contains an embedded Oracle database.

C. HP Server Automation Premium Edition is licensed per OS. and features such as satellite support are licensed as solution packs.

D. HP Server Automation Premium Edition is licensed as a series of solution packs with integrated satellite support.

Correct Answer: B

#### **QUESTION 10**

Which key Process Orchestration use cases are best addressed by HP Software solutions? (Select two.)

- A. enabling IT as a service provider
- B. auditing IT compliance and remediation
- C. provision and patching
- D. IT service request fulfillment
- E. self-healing remediation



Correct Answer: BD

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